

MII

Users Association of America

c/o Gardy McGrath International * 1950 Roland Clarke Pl, STE 100 * Reston, VA 22091
(800) 966-1030 * (703) 620-6000 * Fax: (703) 620-0451

MII Playback

Monthly Newsletter of the MII Users Association of America

May 1993

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No. 3

Inside this issue...

Executive Directors commentary on NAB 93'
Results from MII Users Day and NAB 93'
Message From Frank DeFina
MII Man
Trading Post
Membership Listing (over 1070 facilities strong!)
And a Whole Lot More...

The opinions expressed in this publication are those of the individuals quoted and do not necessarily reflect the position of the MII Users Association of America or its members.

MII Users Association of America
c/o GMG International Inc.
1950 Roland Clarke Pl., Ste 100
Reston, VA 22091

H.H. 'Hap' Arnold
USA



658

Commentary from the Executive Director

"NAB 93 -- Survival of the Fittest"

and what about that membership fee ...

"Survival of the Fittest" ... that should have been the theme for the 1993 NAB. As every product jockeyed for position in one of America's most competitive markets, it became clear that there could be some casualties. The pace of change in this industry exhibited at NAB stunned even the most hardened observer ... events are occurring now that only one year ago none could foresee. After all, how many predicted that MII would outlast D-2?

This "state of flux" also pertains to the MII Users Association and its activities. At our NAB 93 booth in Las Vegas we signed up over 100 new facilities (and not just from the U.S.). We now have over 75 Canadian members, several in Mexico and a number in South America including Argentina, Brazil, Columbia, Ecuador and Trinidad. The MII Users meeting at the Imperial Palace hotel was well attended by dedicated users, and resulted in a truly meaningful dialog between users and Panasonic. Included in this issue is the presentation by Mr. Frank Defina, a sort of "state-of-the-format" speech that was well received and elicited some excellent discussion topics from users (also included).

Mr. Ted Ellsworth formally introduced his re-vamped Panasonic 2000 Service Program which to date has worked flawlessly, judging by comments from users in the field and our own experience. We were also honored to have in attendance from Japan Mr. Shuichi Konishi, factory general manager for the Panasonic Industrial and Broadcast VTR factory and Mr. Hiro Asahara, manager of America's Group, Marketing and Sales Department for professional and industrial products, in addition to Mr. Yuji Yata of Panasonic in Secaucus.

The bottom line from Panasonic was clear. MII was here to stay, sales were strong and Panasonic backed us for buying and sticking with MII. The future for MII is directly linked to sales. As Frank Defina put it, "If you keep buying it, we'll keep making it". The message back to Panasonic was also clear. "You keep supporting it and listening to the needs of the user and we'll keep buying it." More importantly, Panasonic learned that with all the confusion surrounding digital from compression to composite to component, many weren't planning on buying digital anytime soon ... especially with the price competition from rapidly improving disc based systems. In the interim, until the industry gets its digital act together, many are going to continue to buy an analog format that can satisfy their customers ... and MII fits that bill. Therefore, the users stressed that continual marketing and advertising of MII is crucial ... especially since many will continue to look at the market acceptance of MII before buying D-3 or D-5.

Behind the scenes, however, another critical issue was being discussed. The financing of the association itself. As we mentioned in the March/April User Survey, the rapid growth of the association would most likely exceed the yearly budgetary allocation provided by Panasonic. In past fiscal year over-runs, both Panasonic and Gardy McGrath had made up the differential. Specifically, Mr. Alec Shapiro, head of Panasonic marketing has requested that we institute some sort of membership dues structure so that the association could continue to finance its growth. In a letter to me in April, Mr. Shapiro said that continued disbursement of funds from Panasonic this fiscal year was contingent upon our success in raising money to support the association to prevent new cost over-runs that might have to be made up by Panasonic. He also raised that valid point that some are signed up to receive the newsletter who are not serious about MII and are just simply happy to get a free newsletter.

Hence our survey question concerning the \$25 membership fee was included in last month's newsletter. However, I did not expect the response we received (see results in this newsletter). I got phone calls, letters and faxes from around the country. Many users spoke to me directly at NAB. Although over 65% agreed that the fee was reasonable, another 30% felt it should be lower or that no fee should be charged at all. Moreover, comments from both groups clearly indicated that even those who were willing to pay a membership fee believed strongly that Panasonic had many benefits to derive from the association and its newsletter and should continue to support the group at an equal or even greater level. From what I can tell, the strong feelings of responding users (see comments in survey results) are a result of the following.

- * Many users (especially more recent owners) were told that free membership in the association was another benefit of owning MII.
- * The association is responsible for sales referrals of over 200 MII units, and many users know this and feel Panasonic should value those sales as a return on the investment in the association.
- * It is clear to many from the content of the newsletter that the association provides the best conduit of information back and forth between Panasonic and the user ... an invaluable benefit to any manufacturer trying to serve a customer base, and the users know this.

On this issue, as Executive Director, I am truly caught in a dilemma, for several reasons.

- * Even if we charge \$25 per user, much of the association activity will be directed toward the collection and processing of the fees rather than serving the user base.
- * Mr. Shapiro's (Panasonic) point is valid that a stricter criteria for membership should be established than simply expressing an interest in the format. A \$25 fee would serve to qualify "true interest". (However, over 50% of the casual interest members eventually become MII owners)
- * As MII users since 1987, the board of directors and Mr Ken Santucci, membership committee chairman, agree that many of the user survey comments regarding the benefits to Panasonic are also valid.

In response to the aforementioned issue, at a May 3 MII User Association Board of Directors meeting, the board took the following actions.

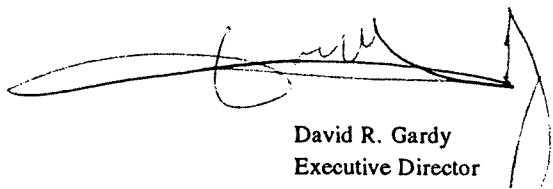
- 1 A decision on implementing the \$25 membership fee would be delayed until July 16, 1993 to allow a thorough and final assessment of the viability and success of other revenue generating activities.
- 2 Since the association was becoming international in scope, the association would pursue support from Panasonic in Japan, instead of continually taxing only the American operations when it is clear that the marketing budget of the American group can no longer fully support all of the needs of the association on an international level.
- 3 In the June newsletter, the association will provide a list of the full range of services available to members. Then if a fee is subsequently instituted, the membership will be familiar with the range of benefits available to association participants in addition to the newsletter.
- 4 Despite our continued membership growth, immediate cost-cutting procedures that would not adversely affect association activities will be implemented in order to attempt to reduce the budgetary requirements. (Easier said than done. But then again we're not the government. I can assure you all my haircuts are under \$20, and not provided at the association's expense.)
- 5 In response to specific user inquiries, the association will respectfully request that Panasonic to commit to funding the association through the end of this fiscal year, April 1994 (to at least the level of last fiscal year) regardless of the revenue generated from the user membership or other activities. This will provide a stable financial base and adequate time to allow us to get revenue generation into full gear.

In the interim, we will continue to generate revenue through other association activities. You can help us by referring qualified members who are interested in advertising in the newsletter. In addition, the MII training tapes are a valuable asset that are well worth the \$100 price tag (proceeds which benefit the association). Please consider the purchase of these tapes for your facility. (Keep in mind, we believe there will be more tapes produced in the series.)

The association values the participation of all members. The lines are still open to hear ideas to rectify the shortfall in funding. We will refer all ideas to Panasonic, also. The most important thing to remember is that we must continue to work together ... user ... manufacturer ... and the association itself. We have a great thing, here. That was underscored at NAB when a Sony executive walked up to one of the users manning the booth and said, "This good. This is very, very good." He looked at the map showing worldwide locations of MII user facilities. He asked a few questions and than again complimented the association on such a good "idea for the customer". As he walked away he turned around and looked at the booth again, almost stunned. One could see the wheels turning. He smiled and thanked us profusely.

Will we now see a "Betacam SP Users Association of America"? Who knows. Who cares. The important thing (which became even more clear later on as Sony executives passed by, some taking pictures) is that our group is unprecedented. Its growth is the result of a cooperative effort of users and manufacturers. We have all worked together to help MII earn the respect it deserves as a format. We must continue to do so in the future.

I look forward to hearing from you.



David R. Gardy
Executive Director
MII Users Association of America

Editors note: You can reach the association at (800) 966-1030 (703) 620-6000, fax (703) 620-0451 or by mail: MII Users Association of America; c/o Gardy-McGrath Int'l, Inc; 1950 Roland Clarke Place, Suite 100; Reston, VA 22091

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Letters To The Editor

To: MII Users Association

Rarely do we ever take the time to say thank you because you just expect good service. On a recent video shoot in Houston, Texas, we needed an additional MTT camera. So we called an MII User Association Member - Mel Ranier at "On Locations Video". Keep in mind, we needed it the next day! Mel said he'd let me know in 15 minutes if he could provide the equipment and camera person, even gave me his home phone number in case something happened.

To make a long story short, his camera person arrived on time, was very experienced and knowledgeable and we worked him for a full 8 hours. The client wanted time coded window dubs the day after the shoot. Mel and his crew provided that. Again, it's just great to go out of town and get professional assistance of the caliber we were afforded.

Thanks to Mel and his entire staff. If anyone needs a great production house in Houston, Texas, give "On Location Video" a call at (713) 728-1050. Fantastic job and we also appreciate other MII Users through association.

Sincerely
Don Brown
Don Brown Productions, Inc.

=====

To: MII Users Association

I love your rag! Even tho' I'm not even using MII yet, I am learning so much about the format, its benefits, service dilemmas, manufacturer politics, etc. Thanks for sending it to me. I look forward to reading each issue cover-to-cover.

A lot of other folks are reading the newsletter, too, as I have received over ten phone calls from MII users who saw my listing asking about JVC KR-M800s and 820s.

Thanks again for keeping me informed about MII!.

Dave Sacher
Media Production Specialist

Leasing News

New Lease Program for Users

MII Users arranging for specialized leasing program through the association.

In response to user inquiries, the MII Users Association is currently arranging a relationship with one or more leasing companies, experienced in audiovisual equipment leasing, to offer access exclusively to the membership in return for favorable leasing terms and credit approval requirements for MII User members. The restrictive credit nature of the existing Panasonic 2000 leasing company has resulted in some potential users going to other formats and the limiting of the number of MII units each user can acquire. The MII Users Association is responding and will finalize this plan in June and should have it ready for dissemination in the July newsletter. The bottom line ...

MII will be easier to lease!

especially for those with limited credit history, once this program is in place

In addition, Frank Defina of Panasonic, who helped respond so well with the new Panasonic 2000 leasing program, is now investigating a re-vitalization of the Panasonic 2000 leasing program to make it more attractive and available to MII Users. Let's wish him luck. Details to be forthcoming.

MII Job Shop

A forum provided to the membership to publicize both employment opportunities and talent availability for MII expertise. We will publish your help wanted or position wanted ad.(anonymity protected if requested). Please send all employment opportunities, resume's, adcopy, etc. to the association. Our current offerings are:

Help Wanted

Maintenance Technician with significant experience trouble shooting complex analog and digital equipment to the component level. A strong background in the maintenance of MII equipment is very important. Resume to: Jerry Plemmons; VP, Engineering; WKYC-TV; 1403 East Sixth Street; Cleveland, OH 44114. WKYC-TV is a Multimedia/NBC owned station. EOE

Experienced MII Editor, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202A

Experienced Amiga Graphic Artist, 2-D and 3-D Capability, familiarity with MII desired, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202B

Send resumes and sample tapes to the Association, please state which position you are interested in.

All responses will be kept in strictest confidence.

Maintenance Software Available

Brian Roos, the Senior Field Engineer for Panasonic's Broadcast Engineering and Service Division in Norcross, Georgia, has developed a computer database with step-by-step instructions for performing routine maintenance on most models of Panasonic MII equipment.

The instructions found in this database are meant to be a "user friendly" companion to the maintenance procedures found in Panasonic's service manuals. Procedures for adjusting RF, A/C heads, tape tension, linear audio, and mechanical presets are included; as well as a flow chart illustrating the proper order in which to make these adjustments.

Although not 100% complete the database provides information for the following models: AU-400, AU-410, AU-500, AU-550, AU-60, AU-650, AU-620, and AU-65. The database has an easy-to-use interface for viewing files, and you can print out hard copies of each procedure.

Copies of this program are available from the Association. Just call the us at (800)966-1030. Be sure to let us know what size disk you need-- 3.5 or 5.25, and we'll send a disk to you. We appreciate the effort Brian has put into this project, and we'll provide updates as he adds information about the rest of the MII line.

Canadian members, please contact Denis Orendt of Panasonic Canada, phone (416)238-2269, He'll be able to provide the disk to you.

MII Duplication Facilities

If you are a duplicator, or if your facility does duplication in addition to its other services, and you are an MII User. The Association needs to know about it. We are compiling a listing of MII Duplicators that we'll run regularly in the newsletter. Please contact the Association to be included in the listing.

Currently our list includes:

Action Video Productions, Greenville, SC
(803)297-8865

American Production Services, Seattle, WA
(206)282-1776

Advanced Audio Video, Denver, CO 800-668-0406

American Magnetic Media, Denver, CO 800-USA-TAPE

AME, N.Hollywood, CA 800-336-3827

Avon Productions, South Plainfield, NJ
(908)756-0643

Cassette Dub Inc., Northvale, NJ (201) 767-7077

CenterCom, Inc.:

Milwaukee, WI (414)353-2001

Lincolnwood, IL (708)675-1411

Tampa, FL (813)886-8266

Commercial Video, 101 Winston st.,
Cumberland, MD 21502 (301)724-2799 ask for Greg.

Commonwealth Films, Richmond, VA (804)649-8611

Copymaster Video, Villa Park, IL (708)279-1276

Cinequipt, St Paul, MN (612)646-1780

Creative Visual, 10135 J st., Omaha, NE 68127
(800)547-4184 ask for Larry.

Curtis Inc. Charlotte, NC (800)733-2878

Curtis Inc. Cincinnati, OH

45202 (800)733-2878

DECI, Dallas, TX 800-880-9400

Elite Video Production, Brooklyn, NY (718) 627-0499

HAVE, Inc., Hudson, NY (518)828-2000

Global Vision, Reisterstown, MD (301)356-6715

Industrial Audio Video, Houston, TX (713)535-2375

Industrial Communications, Birmingham, AL
(205)942-0132

International Video Center, (216)321-1440,
2528 Edgehill Rd, Cleveland Heights, Ohio 44106

Juntunen Video, Minneapolis, MN (612) 341-3348, Mike Vinup

MagneTech, Ft. Lauderdale Fl. 800-683-DUPE

Master Images Video Duplication, Inc.

Northbrook, IL (708)564-0470

Media Concepts, St. Petersburg, FL (813) 321-2122, 800-330-3873

Multi-Magnetics, Denver, CO (303)825-7768

Park Avenue Productions, Richmond, VA
(804)346-3232

Preston Trucking, Preston, MD (410)673-2930

Pro Line Video, Austin, TX (512)837-2000 x30

Quinn Productions, Winston-Salem, NC
(919)768-2746

Sign Media, Inc.

Burtonsvill, MD

1-800-475-4756

Televent Video Services, Oak Park, IL
(708)383-5588

Vaughn Communications:

Minneapolis, MN (800)323-0281,

Creve Coeur, MO (314) 576-6804,

Phoenix, AZ (800)228-7609,

Milwaukee, WI (414)276-6511,

Tampa, FL (800)252-7564,

New York, NY (212)447-1038,

Portland, OR (800)772-2251,

Atlanta, GA (800)966-0859,

Irvine, CA (800)228-7609

Video Duplication, Atlanta, GA 800-235-9732

Video Duplication Services, Columbus, OH
(800)289-4301

Dayton, OH (513)294-5883

Cleveland, OH (216)741-3827
 Youngstown, OH (216)792-3827
Videoland, Lacey, WA (206) 491-1332
Video Proofs, Rohnert Park, CA
 (707)586-0383
Video Replay, Chicago, IL (312)467-0425
Video Transfer, Rockville, MD (301)881-0270
Vidicomp Distributors, Houston, TX (713) 694-6400
Videoplay Industries Inc.
 Reston, VA (
VIP duplication, 2908 Cameron st. ste-B, Monroe,
 LA 71201 (318)322-8222 Phillip Nelson
Wilderness Productions, S. Lake Tahoe, CA
 (800)874-7488 in CA (916)577-3008
WGVU/WGVK-TV, Grand Rapids MI (616-771-6666, TDD 1-800-748-0488
WJZY-TV Charlotte, NC (704)398-0046
WPSD-TV Paducah, KY, Bob Fesmire, (502) 442-8214
Broadcast Video Products, Jack Miller, 480
 Main St Armonk, NY
 (914)273-6649
Canadian Duplicators:
Agincourt Productions, Richmond Hill, Ontario
 (416) 886-8273
General Audio Visual, Mississauga, Ontario
 (416)676-8211

If your company isn't listed here and should be, please call, the Association at (800)966-1030.

MII Rentals

If your facility rents out MII equipment, and you'd like others to know that fact, let us know. We need to know what MII equipment you rent out. Call (800)966-1030 or fax your information to us at (703)620-0451, to be added to the following list.

Currently our list includes:

AudioVisual Headquarters, Rancho Dominguez,
 CA (310)885-4200
 Rent out 3-AU-65's, they have shipping cases.
Avon Productions, S. Plainfield, NJ (908)756-0643
 Studio & Field MII, Cameras, etc.
Avonix, Brookfield, WI 800-222-6050 Full line of MII available.
Cinequipt, St Paul, MN (612)646-1780 Full line of MII available
Davis Audio Visual Inc, Denver, Colorado
 (303)455-1122
ECI Video, Dallas, TX (800)880-9400 AU-63H, AU-65H, WV F700 cam /AU-410 dockable.

Professional Desktop Video Systems, Glendale,
 CA (800)862-7820 Camcorder WV-F700/AU 410
Pro Line Video, Austin, TX (512)837-2000 x30
 Full line MII
Video Management Systems, Indianapolis, IN
 (317)639-6163 Sony M7 Cam., AU 500 Portable
 MII Deck.
Vidicomp Distributors, Houston, TX (713) 694-6400
Video Replay
 Chicago, IL (312 822-0221
 AU-63, AU-66H, AU-520
WALT DAVIS Enterprises
 Hollywood, California
 1-800-446-8877
 AU63H, AU66H, AUA50, WVF500, AU45H
WGVU/WGVK-TV, Grand Rapids MI (616)771-6666, TDD 800-748-0488. AU-650, AU-500, AU-400
Broadcast Video Products, Jack Miller, 480
 Main St Armonk, NY
 (914)273-6649
Canadian Rentals
VidCom, Vancouver, B.C. (604)732-9711, WV-F250/AU400 Camcorder, AU-63, AU-65, AU-550

Government Video Marketplace Information

If you are interested in gaining information and insight on the Federal A/V marketplace, you might be interested in subscribing to Delaney's Business Report. Delaney's Business Report provides an "insider" view on government A/V production, duplication and distribution buys, spotlights specific agencies, list current contract opportunities, identifies the buyers and offers expert procurement guidance to help unlock and simplify the Government marketplace. Published by Arnold Wallace, 14 issues; \$370.00 per year.

For further information or to subscribe, please contact In Motion Magazine, (410)269-0605, fax (410)263-4615

Video Script Writing With Word Perfect

Writing scripts in two columns can be a problem. But if you have WordPerfect 5.0 or 5.1, the problem is already solved. With this DOS program, you can write video scripts almost as easily as letters. You just need to know how: Enter *Writing Video Scripts With WordPerfect*. This informative book tells you everything you need to know to write two-column scripts easily.

For more information contact Petrel Publishing,
1-800-377-3134.

New MII Alignment Tools and Fixtures Available

<u>Model #</u>	<u>Description</u>
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VFK0356C	MII Tool Kit
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VFM7089EAG(large)	MII Alignment Tape
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VFM7088EAC(small)	MII Alignment Tape
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VFM7004EAG	12MHz RF Sweep Tape
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VFJ7080EG(low cost)	Electrical Set Up Tape
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VFJ7081EG(low cost)	Mechanical Set Up Tape
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VFK0409	Component Out Cable
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VFK0705A	AU/410 Test Jig
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VFK0735	Head Tip Protrusion Gauge
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VFK0736	Mounting Base for VFK0735
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Please contact your dealer for more info

Association Membership

If you are not currently a member of the MII Users Association of America and are interested in joining. Please fax or mail us the following information: company name, contact persons name, mailing address, phone and fax numbers (if available), if you do or do not have MII and which machines (make & model) you have.
We may be contacted at:

MII Users Association of America
c/o GMG International, Inc
1950 Roland Clarke Pl., STE 100
Reston, VA 22091

Or you may fax us at (703) 620-0451,
Toll free phone # (800)966-1030

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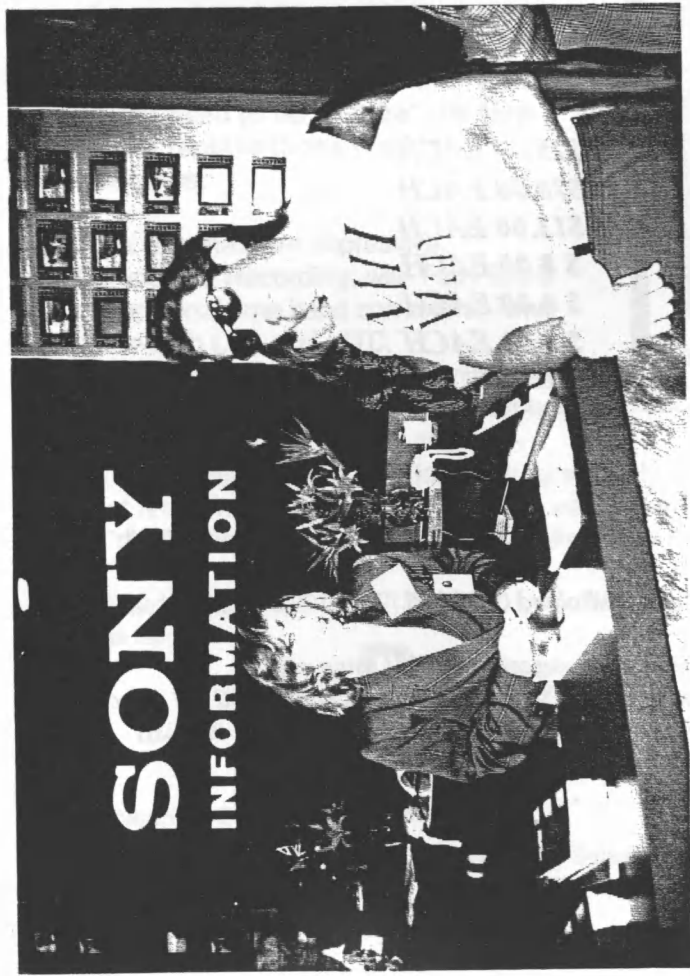
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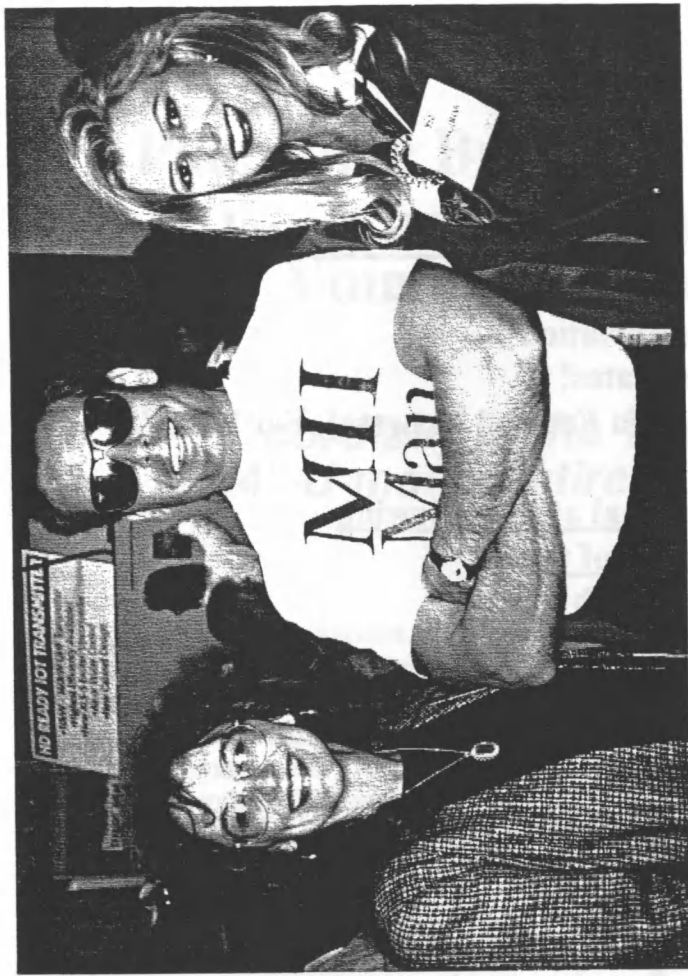
Call MII Users Association Headquarters for details and prices at 1(800) 966-1030

or fax your request at (703) 620-0451

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<i>L 30 min</i>	<i>\$13.00 EACH</i>
<i>L 10 min</i>	<i>\$ 8.00 EACH</i>
<i>S 20 min</i>	<i>\$ 8.00 EACH</i>
<i>S 10 min</i>	<i>\$ 8.00 EACH</i>

To Order Call (718)767-6809 11am-7pm est***

Have you checked your membership listing?

If your listing is incorrect, please contact Russ with changes etc. He will update your listing ASAP! Phone: (800) 966-1030, (703) 620-6000, fax (703)620-0451 - New Numbers!.

*Our NEW address is: MII Users Association of America c/o GMG Int'l Inc. 1950 Roland Clarke Pl., STE 100 Reston, VA 22091
Attn: Russ Brown*

This is your newsletter, please feel free to contribute any MII related material of interest to the MII using public.

If you have any recent MII happenings, or if you'd like to tell us about your facility. Send us your press release, fill out one of our press release forms (it's ok to send us photos too! Just let us know if you want them back.) and we'll print it in the "MII Playback".

Please mail or fax your information to the association. Fax (703)620-0451

Panasonic Broadcast and Television Systems and Your Local Authorized MII Dealer

***cordially invite You to
a 3/4" U-matic Retirement***

Typically, upon retirement, it is customary, after many years of service, to present the retiree a gift of appreciation. In our case, you get the gift for retiring your tired, old U-Matic machines. This format's been hard at work for 20 years. It's time for U-Matic to "hang up it's spurs." Let's face it, it's "color-under" is showing (if you know what we mean).

From now until the 31st of July for every studio 3/4" Machine you retire we will give you \$1000.00. And just so your Portables don't feel left out, we will give you \$500.00 for their retirement. In return, all you need to do is "Hire" the New MIIs to replace those tired old machines.

Their resume's are impressive. Component Recording, with Full Field 3 dimensional time base correctors, Time Code-both LTC and VITC, Picture-in-Picture for single monitor editing, Slow-motion capability and a track record of accomplishments and achievements that are hard to match by similarly priced machines. That retirement money could go a long way toward making your facility a "reel" competitor in the production industry.



Please come to the Party!! R.S.V.P. by calling your local dealer now to interview these profit conscious new hires.

Panasonic

Broadcast and Television Systems Company

Division of Matsushita Electric
Corporation of America

Northern Zone Sales Office

201-348-7620

Southern Zone Sales Office

817-685-1117

Western Zone Sales Office

714-373-7118

Central Zone Sales Office

708-468-5200

Monthly Survey Questions

Please respond! Thank you to those who responded to last months survey.

Each month, the Users Association will poll users on specific MII issues and publish the results in the next newsletter. This month we are trying to isolate design and interface problems throughout the MII line in addition to routine operational polling.

1. Do you ever find interface problems between older (3 digit series) and newer (2 digit or H series) machines in terms of playback, recording, audio, etc.? (circle one)

Yes

No

If Yes, describe _____

2. How about between portable field equipment (AU55H, AU500, AU520) or CAM Corders (AU 410, AU 410S) and studio machines of any vintage? (circle one)

Yes

No

N/A

If Yes, describe _____

3. How often do you utilize the MII Audio 3 and Audio 4 tracks in your production work?

a. More than 50% of the time

b. 25% - 50% of the time

c. Less than 25% of the time

d. Never

4. How many generations do you typically go down in your MII productions before you notice serious degradation of your audio?

a. one generation

b. 2-3 generations

c. 3 or more generations

It is important for the membership that you respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24-hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000 or Mail to:

MIU Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 100
Reston, VA 22091

Optional

Name _____

Company _____

Phone _____

PANASONIC MII TRAINING VIDEOS

NOW AVAILABLE!!!!

This set of three 30 minute videos feature preventive maintenance, troubleshooting, applications overview, upper drum replacement, and basic service procedures. Specifically, items covered include the following:

(I.) PANASONIC MII EQUIPMENT TRAINING-LESSON I

RECOMMENDED CLEANING AND MAINTENANCE PROCEDURE

Sections-

- 1.0 - Upper Drum
- 2.0 - AC Head Stack
- 3.0 - Field Cleaning the Portable Unit
- 4.0 - Tape Path
- 5.0 - Cleaning the Pinch Roller
- 6.0 - Cleaning the Capstan
- 7.0 - Cleaning the Posts
- 8.0 - Cleaning the Fixed Posts
- 9.0 - Brush Assembly
- 10.0 - Cleaning the Earthing Assembly
- 11.0 - Final Disassembly and Cleaning
- 12.0 - Emergency Tape Unloading Procedures
- (+ Conclusion)

(III.) LESSON 3 APPLICATIONS AND OVERVIEW

(Including basic troubleshooting)

Sections-

- 1.0 - Introduction
- 2.0 - Stand Alone Single Machine Configuration
- 3.0 - Machine to Machine (cuts only applications)
- 4.0 - A/B Roll Editing Systems
- 5.0 - MII Menu and Setting Instruction

(II.) LESSON 2 UPPER DRUM REPLACEMENT AND ELECTRICAL ALIGNMENT

Sections-

- 1.0 - Cleaner Roller Removal
- 2.0 - Mounting of Fixing Plate for Tip Protrusion Gauge
- 3.0 - Video Head Tip Protrusion for Measurement
- 4.0 - Removal of Upper Drum Assembly
- 5.0 - Upper Drum Re-assembly
- 6.0 - Eccentricity Gauge Adjustment
- 7.0 - Simplified At "x" Valve Adjustment



All three presentations in VHS \$100.00 plus shipping.
Checks/Mastercard/Visa accepted

All Proceeds to Benefit User Association Activities

If you have any questions about the tapes please call the Users Association at 1(800)966-1030, (703)620-6000, or fax your request at (703)620-0451. We have a 24 hour fax line for your convenience, your point of contact will be Russell Brown.

March/April 1993 Survey Responses

Each month the users association polls users on specific MII issues and publishes the results in the next newsletter. In this issue we are addressing the financial needs of the association. Panasonic and Gardy McGrath are unable to continue to finance the entire budget of our growing association. In addition to newsletter advertising revenue, promotional item sales, and training tape sales, we are proposing a nominal membership fee to the association for MII users. In order to do a fair and accurate survey, we need your help. Please send in your survey responses as soon as possible. Thank you.

1. Do you feel that \$25.00 is a fair yearly membership fee for MII users?
(circle one)

About Right	Should Be Higher	Should Be Lower	None
66.6%	3.33%	9.99%	19.98%

2. Would you be willing to add an additional \$10.00 to the fee to cover the publishing of your membership listing with a description of your services in a "letter-key" production survey format? (It should be noted that in addition to the newsletter such a listing would be included for some user association advertising in trade journals)
(circle one)

Yes 39.96% No 59.94%

3. Because of the sales referred to Panasonic by user members, should Panasonic continue to support the users association at the level they have in the past?
(circle one)

Yes 93.24% No 6.66%

4. Since revenue for the association derived from membership fees is directly related to membership growth, should the MII Users Association expand its scope to serve the needs of SVHS and D-3 users also?
(circle one)

Yes 53.28% No 46.62%

Comments:

Panasonic should support 100%, it's to their advantage// Should be subsidized by Panasonic// The benefit Panasonic receives is greater than the cost incurred// SVHS and D-3 should not be a part of us// \$25.00 is a good starting level// \$25.00 is about right, but my company wouldn't pay it due to us having JVC// What's fair is what it takes...// Sure, Panasonic should continue support// What do you mean Panasonic is unable to continue to finance MII Association?// SVHS and D-3 would be nice but not at MII user expense// I will not pay for a paper that focuses on advertisement for MII. I need the paper to teach me the equipment// Panasonic should continue to support and much more, why can't I get a real engineer// Easily worth \$25.00 a year// Manufacturer support is of most importance// Should include SVHS and D-3 because many MII users also use other formats// Could start at \$25.00 and adjust next year// Panasonic should be an important participant in the newsletter// Let SVHS and D-3 only if work load won't swamp you// This is an MII membership, leave it at that// Not willing to add an additional \$10.00, promotion should be for the Association as a whole and the format// Absolutely, Panasonic should continue support// Panasonic should foot the bill// Charge a fee to cover your costs// No interest in \$10.00 additional fee// Panasonic should probably give more than it does// Let SVHS and D-3 fight their own battles// Do not offer services to outside clients// \$25.00 fee to cover newsletter costs, Panasonic can pay for the rest// SVHS would dilute the membership// Membership shouldn't cost \$25.00// Charge \$50.00// Charge \$10.00 or \$15.00 for membership// It was inevitable for a membership fee// If you want to dance, you have to pay the fiddler// Add'tl \$10.00 fee is of no value to us// Panasonic needs all the allies it can get, should continue support// The natural order of things says that the use of SVHS will begat MII users, which will begat D-3 and D-5 users and ultimately HD users// Users Association should not have to pay// Panasonic should even support more// MII users already have had to take a back seat to D-3, let them get their own association// Perhaps a history of Panasonic's involvement with the Association and the support offered and what is needed// No fee, try selling advertising 1st, consider postage only fee, we deserve free support since we bought MII which is our support to Panasonic// Would feel better about paying if I had Panasonic MII instead of JVC// Add'tl \$10.00 is good option, but I wouldn't use// Panasonic should continue support and a hell of alot more// SVHS and D-3 as long as expansion doesn't affect quality// Is Panasonic giving up support of MII already?// As an educational MII user a membership fee would exclude us// Panasonic...no support, no growth// Perhaps a smaller fee of \$15.00// What projected membership percentage would comprise SVHS and D-3?

It is most important for the membership that you continue to respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24 hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000
or Mail to:

MII Users Association of America
c/o GMG International, Inc.
1950 Roland Clarke Place, Suite 200
Reston, VA 22091
ATTN: Russell

Frank Defina Speaks at NAB '93

Defina Talks About the Status of the MII Format and the New "Project 2000" Service

THANK YOU VERY MUCH DAVE. I JUST HAVE ONE QUESTION REAL QUICK HERE, WHY IS IT THAT DAVE GARDY AND MII MAN ARE NEVER IN THE SAME ROOM? FIRST OF ALL I'D LIKE TO PERSONALLY THANK EACH AND EVERY ONE OF YOU FOR PURCHASING MII. IT'S VERY MUCH A PERSONAL ISSUE WITH ME AND I KNOW IT'S NOT AN EASY DECISION, BUT I BELIEVE AND I BELIEVE THAT YOU BELIEVE, THAT IT WAS A GOOD BUSINESS DECISION, AND THAT'S WHY MOST OF YOU HERE ARE MII USERS. SO I THANK YOU FOR BEING LEADERS IN A WORLD OF MANY FOLLOWERS. IT'S VERY EASY TO DO WHAT EVERYBODY ELSE DOES. IT'S VERY EASY TO BUY BETACAM; EVERYBODY HAS BETACAM, BUT, I ALWAYS TELL MY YOUNG SONS, THERE'S LEADERS AND THERE'S FOLLOWERS IN THIS WORLD. THERE ARE MANY FOLLOWERS AND VERY FEW LEADERS. THERE'S A REASON, BECAUSE A LEADER TAKES THE INFORMATION AND SIFTS AWAY EMOTION, AND SIFTS AWAY ALL THE CLICHES ABOUT WHAT EVERYBODY ELSE IS USING AND DOES WHAT HE FEELS IS RIGHT, SO I COMMEND EACH AND EVERY ONE OF YOU FOR BEING A LEADER.

I ALSO WOULD LIKE AT THIS TIME TO INTRODUCE TO YOU SOME GENTLEMEN FROM PANASONIC WHO YOU MAY NOT KNOW ABOUT. FIRST AND FOREMOST, MR. YUJI YATA, WHO'S ASSISTANT GENERAL MANAGER OF AUDIO VIDEO SYSTEMS GROUP ADMINISTRATION AND PRODUCT SUPPORT DIVISION. AND AS MUCH CREDIT AS DAVE GAVE ME, AND I APPRECIATE IT, HE'S KIND OF MY OWN P-R MAN, THE THINGS THAT WE'RE ABOUT TO TALK ABOUT ARE REALLY THE WORK OF ONE INDIVIDUAL, MORE THAN ANYBODY, AND THAT GENTLEMAN IS MR. TED ELSWORTH, AND ON HIS TEAM ARE THE REGIONAL SERVICE MANAGERS; IN THE WEST, MR. ROBERT PATCH; IN THE EASTERN ZONE, MR. RICK TUCKER, AND IF YOU HAVEN'T GUESSED BY HIS ACCENT, IN THE SOUTH, MR. JAMES PEEK. NOW IF YOU HAVE ANY QUESTIONS REGARDING SERVICE, ETC, THESE GENTLEMEN GIVE US THEIR TIME TODAY AND THEY'RE CERTAINLY AVAILABLE TOO.

BEFORE I BEGIN THE MEETING AND PRESENTATION, I JUST WANT TO RELAY A STORY TO YOU THAT I THINK MAY BE VALUABLE. A FEW MONTHS AGO, MR. ASAHARA, FROM JAPAN, VISITED MY HOME IN THE TOWN OF PITTSBURGH, PENNSYLVANIA, AND HE WANTED TO VISIT SOME CUSTOMERS. AND NORMALLY WHAT WE DO WHEN WE'RE ASKED TO DO THAT, WE TAKE THEM TO A CUSTOMER THAT'S VERY HAPPY, AND SHAKE HANDS AND GO TO LUNCH, EAT SUSHI, AND [WE TAKE THEM] BACK TO THE AIRPORT. AND I DON'T PERSONALLY FEEL THAT ACCOMPLISHES ANYTHING. SO MR. ASAHARA SAID, "FRANK, PLEASE TAKE ME TO A CUSTOMER." SO WHAT I TOOK HIM TO, OR THE PERSON I TOOK HIM TO, WAS A GUY WHO WASN'T SURE WHAT HE WAS WANTED TO BUY. HE WANTED TO BUY BETACAM, BUT WE WERE TRYING TO SELL HIM MII. SO I FIGURED IF HE WANTED TO SEE SOMETHING OF A REAL-LIFE SITUATION, THIS IS WHAT HE REALLY SHOULD BE HEARING. IT'S WHAT WE HEAR ON THE STREET EVERY DAY--WHAT YOU HEAR ON THE STREET EVERY DAY. SO I TOOK HIM TO THIS CUSTOMER, IT'S AN ANIMATION CUSTOMER, A GUY WHO DOES ANIMATION. AND WE SAT THERE AND THE GUY SAID, "WELL, YOU KNOW, EVERYBODY WANTS BETACAM, EVERYBODY WANTS BETACAM." AND I SAID, "YOU MEAN TO TELL ME THAT WHEN THEY WALK OUT OF YOUR FACILITY, THEY WANT YOU TO HAND THEM A BETACAM TAPE? ("NO, NO, NO, THAT'S NOT WHAT I MEAN." ("WHAT DO YOU MEAN? WHAT DO YOU GIVE THEM?" ("WELL, NORMALLY WE GIVE THEM VHS. WE DO ANIMATION, WE DO IT ON MII OR WHATEVER, OR BETACAM OR WHATEVER WE WANT TO USE. IN OTHER WORDS, WE GIVE THEM A VHS TAPE. (SO I SAID, "REALLY WHAT THE CUSTOMER WANTS IS COMPONENT, RIGHT?" NOTICE I DIDN'T SAY BETACAM, BECAUSE I THINK THAT'S A GENERIC TERM FOR COMPONENT. IT DOESN'T MEAN YOU REALLY NEED BETACAM. SO TO MAKE A LONG STORY SHORT, HE ALSO REALIZED THAT THIS CUSTOMER DIDN'T REALLY CARE WHAT IT WAS PRODUCED BY, HE JUST WANTED GOOD BROADCAST QUALITY, AS HE SAYS, 'PRODUCT'. SO I WANTED TO RELAY THAT STORY TO YOU SO THAT YOU WOULD KNOW TO PLEASE BE CAREFUL IF SOMEBODY INSISTS ON BETACAM. IT MAY BE JUST COMPONENT THAT THEY'RE INTERESTED IN. AND I DON'T KNOW, SOME OF YOU ARE SHAKING YOUR HEADS, AND SOME OF YOU LOOK VERY PUZZLED, BUT IS THIS REALITY? DOES THIS HAPPEN TO YOU? OKAY. SO IN THIS CASE IT WAS JUST A MATTER OF IT BEING USED LIKE THE TERM, "KLEENEX" OR SOMETHING; JUST A GENERIC TERM.

I'LL TALK TO YOU BRIEFLY ABOUT THE STATUS OF THE MII FORMAT. ANY QUESTIONS THAT I CAN RELATE TO---WHERE WE'RE GOING WITH MII. WHERE IS IT? WHAT'S HAPPENING? ARE YOU DISCONTINUING IT? EVERYONE'S IN A PANIC OVER MII. I'M VERY HAPPY TO SAY THAT THE STATE OF MII AS A FORMAT, IS VERY SOUND. YOU GO THROUGHOUT NAB, NOT ONLY IN OUR BOOTH, BUT YOU WOULD EXPECT TO SEE MII IN OTHER PEOPLE'S BOOTHS AS WELL. THERE'S MII ALL OVER NAB. THERE'S 25,000 MII MACHINES THAT HAVE BEEN SHIPPED, AND THERE ARE MANY, MANY USERS FOR MII. SO MII IS HERE, AND MII IS HERE TO STAY FOR THE FORESEEABLE FUTURE. AND IT'S CURRENTLY AS BILL SAID, THE FIFTH GENERATION (OF MII). LAST YEAR WE PRODUCED THE ENHANCEMENT SERIES WHICH OFFER YOU PRODUCTS THAT ARE SUPERIOR TO ANYTHING IN THEIR PRICE RANGE. THERE ARE A LOT OF PEOPLE OUT THERE SELLING AND BUYING THE PVW PRODUCT, (SONY) BUT THESE PEOPLE ARE, I FEEL SORRY FOR THEM, THEY'RE BASICALLY UNINFORMED; BASICALLY UNINFORMED PEOPLE. THEY'RE SACRIFICING TWO AUDIO TRACKS. THEY'RE BUYING EQUIPMENT THAT IS INFERIOR. THEY'RE BUYING EQUIPMENT THAT SONY THEMSELVES HAS SAID "DO NOT USE IN CART MACHINES." WHY WOULD SONY SAY THAT? BECAUSE THE PVW PRODUCT CART MACHINE SYSTEM DOES NOT HOLD UP. SONY DOESN'T WANT A MAJOR SERVICE PROBLEM ON THEIR HANDS. SO I CAN'T SEE ANY REASON SOMEBODY WITH A GOOD BUSINESS MIND WOULD BUY A PVW PRODUCT OVER AN MII PRODUCT. THE MII PRODUCT THAT WE SELL, THAT YOU BUY, THAT YOU USE, IS EXACTLY THE SAME MII PRODUCT THAT ALL THE BROADCASTERS USE, ETC. IT'S NOT A DIFFERENT PRODUCT. IN THE CASE OF THE BETACAM YOU HAVE PVW AND BVW; TWO DIFFERENT PRODUCT LINES. SO PEOPLE THAT BUY PVW ARE REALLY SELLING THEMSELVES SHORT. ON THE OTHER HAND, PEOPLE THAT BUY BVW ARE GETTING EVERYTHING THAT WE OFFER IN THE MII, BUT THEY'RE PAYING A LOT MORE MONEY FOR IT. BUT THE MOST IMPORTANT THING I CAN SAY ABOUT IT AND WE'VE NEVER HAD MANY DIFFERENT FORMATS AT ONE TIME. WE'VE ALWAYS OFFERED THE HALF INCH FORMAT AS FAR AS TAPE IS CONCERNED. AND WE'VE ALWAYS HAD A VERY CLEAR IDEA AS TO WHERE WE WANT TO GO IN THE FUTURE. WE'VE ALSO COMMITTED TO A GREATER AMOUNT OF HUMAN AND FINANCIAL RESOURCES TO MII. AND THE MOST IMPORTANT THING

ABOUT THE STATUS OF THE FORMAT IS THAT (DAVE AND I WERE TALKING EARLIER), THAT THE MII USERS GROUP IS A VERY HEALTHY ORGANIZATION WHICH CONTINUES TO GROW. I THINK THAT'S A TRIBUTE TO DAVE GARDY, ACTUALLY, HE'S BEEN A VERY BIG PROPONENT OF MII AND MII USERS GROUP. NOW, DAVE, WILL YOU STOP CALLING ME AT HOME?

I'D ALSO LIKE TO TALK ABOUT SOMETHING CALLED "PROJECT 2000". THE INITIAL OBJECTIVE OF PROJECT 2000 WAS THIS; TO MAKE THE CUSTOMER HAPPY. I AM NEVER HAPPY UNTIL YOU'RE HAPPY. AND I KNOW THAT YOU'VE HEARD ME SAY THAT, DAVE CAN QUOTE ME, BUT I REALLY, SINCERELY BELIEVE THAT WE HAVE THE BEST PROGRAM IN THE INDUSTRY AS FAR AS TAKING CARE OF MII, AS FAR AS THE MECHANISM. WHAT WE'VE DONE WITH TED'S VERY CAPABLE ASSISTANCE, IS JUST REFINE THAT GOOD POINT. WE FEEL THAT ALL YOU HAVE TO DO FROM NOW ON, ALL THAT ANY MII USER WOULD HAVE TO DO, IS DIAL ONE 800 NUMBER, AND THAT SHOULD BE THE ONLY CALL YOU MAKE. THE PROBLEM WITH SERVICE IS, AS SOON AS YOUR MACHINE BREAKS DOWN, YOU'RE ALREADY FRUSTRATED. YOU NEVER CALL SERVICE AND SAY, "HI, MR. TUCKER, I JUST WANTED TO LET YOU KNOW THAT EVERYTHING'S FINE TODAY." YOU'RE USUALLY VERY, VERY FRUSTRATED. YOU'RE DOWN AND ALREADY LOOSING MONEY. SO YOU'RE ALREADY IN THAT MODE. THERE'S A LOT OF EMOTION IN SERVICE. SO WHEN TED AND I FIRST SAT DOWN I SAID, "TED, WE HAVE TO STRIP AWAY EMOTION AND GET DOWN TO THE ACTUAL MEAT OF THE SITUATION, WHICH IS, WHEN YOU CALL THE 800 NUMBER, "IT DOESN'T WORK? NOTHING HAPPENS. SO IF YOU CALL ME, YOU CALLED DAVE GARDY, YOU'VE CALLED MANY, MANY PEOPLE, ALL OF A SUDDEN, THE PROBLEM THAT SHOULD BE SOLVED RELATIVELY QUICKLY AND EFFICIENTLY BECOMES A NIGHTMARE. IT BECOMES A LESSON IN FRUSTRATION. SO OUR INTENT IS FOR YOU TO ONLY HAVE TO CALL ONE TIME ON THE 800 NUMBER. AND I'M VERY HAPPY TO REPORT TO YOU THAT AS OF MARCH 29, 2:00 A.M., THE 800 NUMBER WHICH IS THE SAME, NOW WE'RE IN A DIFFERENT LOCATION, AND THE PEOPLE THAT ARE IN THAT LOCATION HAVE BEEN PERSONALLY TRAINED BY OUR SERVICE PEOPLE. THEY KNOW EXACTLY WHAT'S GOING ON WITH MII AND THE SERVICE ORGANIZATION. AND MOST IMPORTANT THING IS YOU'RE IMMEDIATELY REFERRED TO ONE OF OUR FIELD SERVICE ENGINEERS, WHO'S ON CALL 24 HOURS A DAY, 7 DAYS A WEEK, 365 DAYS A YEAR. THE PERSON THAT'S GOING TO CALL YOU BACK, IS GOING TO KNOW EXACTLY WHAT TO DO, WHETHER IT'S "SEND THE MACHINE BACK TO US", WHETHER IT'S "TAKE IT TO A LOCAL DEALER", WHETHER IT'S "GETTING YOU A LINK MACHINE". BUT THERE WILL BE NO MORE FRUSTRATIONS AS FAR AS, PEOPLE FIRST OF ALL, NOT CALLING YOU BACK AT ALL; CALLING YOU BACK 8 HOURS LATER, OR NOT KNOWING WHAT TO DO ONCE YOU'VE CALLED. SO I'M VERY HAPPY TO BE ABLE TO ANNOUNCE TO YOU THAT I FEEL VERY CONFIDENT THAT TED AND HIS GROUP HAVE SOLVED THIS PROBLEM ONCE AND FOR ALL. LET ME QUICKLY--IN CASE SOME OF YOU ARE NEW--GO THROUGH THE PROJECT 2000 KEY POINTS. FIRST OF ALL, THE 800 NUMBER, IF YOU DON'T ALREADY KNOW IT IS, 1-800-742-6530. THAT NUMBER HAS NOT CHANGED. IT'S THE SAME 800 NUMBER WE'VE ALWAYS HAD. OUR OBJECTIVE IS TO GIVE YOU A 90-MINUTE RESPONSE TIME, ALTHOUGH ACCORDING TO MY EARLIER MEETINGS WITH TED, WE'VE HAD ANYWHERE FROM 15 TO 20 MINUTES, SOMETHING LIKE THAT, AND IN SOME CASES, 8 OR 9 MINUTES. I'M SURE YOU'LL AGREE THAT'S A VERY GOOD RESPONSE TIME IN AN INDUSTRY WHERE SERVICE IS A VERY INTENSIVE PART OF THE BUSINESS. WE OFFER 1-YEAR PARTS AND LABOR, WITH THE EXCEPTION OF HEADS. WE ALSO OFFER YOU LINK MACHINES. AND LET ME NOT DOWNPLAY THE ROLE OF THE DEALER, BY THE WAY. THE DEALER STILL HAS A VERY, VERY IMPORTANT ROLE IN PROJECT 2000, AND THAT IS THIS. IF YOU HAVE A SITUATION WHERE YOU NEED A LINK MACHINE, FIRST OF ALL IF YOU WANT TO CALL YOUR DEALER, THAT IS PROBABLY THE QUICKEST WAY TO GET YOUR PROBLEM SOLVED....BUT IF YOU DO CALL THE 800 NUMBER AND WE NEED TO SEND YOU A LINK MACHINE THE DEALER BECOMES THE PIVOTAL PERSON IN THAT SITUATION. WHAT THE DEALER DOES IS WE'LL SHIP HIM THE MACHINE, HE'LL BRING THE MACHINE OVER TO YOUR FACILITY, AND SWAP IT OUT AND CHECK OUT THE SYSTEM. MANY TIMES IT'S NOT THE SITUATION OF JUST TAKING AN AU-65H OUT AND SWAPPING IT WITH ANOTHER ONE. IT COULD BE A SYSTEM-WIDE PROBLEM. SO THE DEALER'S ROLE IS NOT DIMINISHED, AS A MATTER OF FACT, IT'S ENHANCED AND WE NEED THE DEALER TO BE EVEN MORE CAPABLE, SERVICE-WISE. WE'RE ALREADY MAKING SOME SIGNIFICANT INROADS INTO GETTING THE DEALERS UP-TO-SPEED AS FAR AS MII SERVICE. SO BY NO MEANS THINK THAT THIS IS SOMETHING WHERE WE'RE ELIMINATING DEALER CALLS. ITS QUITE THE OPPOSITE.

FINALLY WHAT I'D LIKE TO DISCUSS OR JUST BRING TO YOUR ATTENTION THAT WE ARE RUNNING UNTIL JULY 31ST, SOMETHING CALLED THE UMATIC RETIREMENT PROGRAM WHICH JAN CRITTENDON OF PANASONIC ENTITLED THE "UMATIC RETIREMENT PARTY" AND WHAT WE DO NOW IS, IF YOU HAVE EQUIPMENT (AND TELL YOUR FRIENDS ABOUT THIS PLEASE) IF YOU HAVE 3/4" UMATIC EQUIPMENT THAT YOU WANT TO GET RID OF, WE WILL OF COURSE ACCEPT THAT EQUIPMENT AT OUR DEALERS AS A TRADE-IN. WE'LL BE GLAD TO PAY THE MII USER A \$1,000 FOR EVERY UMATIC STUDIO MACHINE THEY TURN IN BY REPLACEMENT WITH AN MII MACHINE. IN THE CASE OF A PORTABLE UMATIC WE OFFER \$500 THAT WILL BE REPLACED ON AN ONE-FOR-ONE BASIS WITH AN MII PORTABLE. THE ONLY THING WE CAN'T DO IS PRINT OUT MAGAZINE ADS, ETC. BECAUSE BY THE TIME WE GET IN THE NEW BOOKS, THE RETIREMENT PROGRAM WILL BE OVER, SO WE RELY ON PEOPLE LIKE YOURSELVES AND NEWSLETTERS TO KINDLY GET THAT INFORMATION OUT. IT'S A VERY, VERY GOOD PROGRAM; SOMETHING THAT'S BEEN ASKED FOR A VERY LONG TIME AND WE'RE FINALLY ABLE TO OFFER THIS TO YOU. AND THAT'S ABOUT ALL I HAVE TO SAY. I'D LIKE TO OPEN IT UP FOR QUESTIONS REGARDING SALES OR MARKETING ... YES SIR,

QUESTIONS & COMMENTS

GUEST: "BEING A ...USER AS I HAVE BEEN, ONE THING YOU SEE WITH MII VERSUS BETACAM, THE LONGEVITY OF THE MII FORMAT THROUGH EACH GENERATION OF MACHINE, AT A BETACAM FACILITY YOU DON'T SEE BETACAM WORKING SIDE-BY-SIDE, HAND-IN-HAND WITH BETACAM SP THAT SOMEHOW SHOULD BE BROUGHT OUT MORE. THE INDUSTRY NEEDS TO BE AWAKEN! OPEN YOUR EYES. COME ON. THIS FACILITY HAS BEEN RUNNING SINCE 1987 WITH THE FIRST GENERATION OF MII MACHINES. YOU PLUG IN A NEW MII MACHINE AND IT STILL WORKS. THERE'S NO INTERCHANGE PROBLEM AND IT'S A MATTER OF--YES MII IS HERE TO STAY. IT'S A GREAT FORMAT AND IT'S GOING TO BE HERE TO STAY.

DEFINA: AS I SAID EARLIER, WE ALWAYS USED THE 1/2" TAPE TRANSPORT AND MATSUSHITA IS A VERY VERY POWERFUL MANUFACTURER. OUR STRENGTH IS IN OUR ABILITY TO MANUFACTURE HIGH QUALITY PRODUCTS ON A CONSISTENT BASIS. AND I THINK THIS IS A TESTIMONIAL TO THAT. AND WE'LL CONTINUE TO MAINTAIN THAT CONTINUITY ...

GUEST: I GUESS THE ONLY THING THAT SORT OF BOTHERS ME BECAUSE I HAVE A LOT OF MONEY IN IT IS THAT I AM NOT GOING TO BE ABLE TO GO BACK YOU KNOW AND CYCLE THIS THROUGH LIKE I WOULD A CAR. I MEAN ITS GOT TO BE AROUND TO STAY FOR A LONG TIME.

DEFINA: I AM NOT SURE I FOLLOW, SIR.

GUEST: WELL, I MEAN, YOU KNOW, A CAR YOU GO OUT AND BUY IT, TEN YEARS LATER YOU GO OUT AND TRASH IT AND GET ANOTHER ONE OR THREE YEARS OR TWO YEARS WHATEVER. YOU RECYCLE IT. AND TO ME WITH A HUGE INVESTMENT, (MII) IT SHOULD BE ONE TIME AND THAT IS WHY I BOUGHT IT BECAUSE I WANT THE HIGH QUALITY.

GUEST: AND MY MAIN CONCERN IS THE THROW AWAY ITEMS LIKE PINCH ROLLER BREAKS, DRUMS, ETC. THE STUFF THAT IS IN CONSTANT WEAR. THAT'S THE ONLY THING THAT WOULD MAKE THESE MII MACHINES OBSOLETE (IS NOT BEING ABLE TO GET THOSE PARTS.)

DEFINA: I CAN ASSURE YOU THAT WE KEEP VERY, VERY CRITICAL RECORDS OF OUR PRODUCTS AND THE TYPES OF THINGS THAT GO WRONG. AND WE KNOW THE POPULATION OF THE MII MACHINES AND WE CAN VERY, VERY CLOSELY ESTIMATE HOW MANY OF A CERTAIN PRODUCT--OF A CERTAIN PART THAT WE ARE GOING TO NEED DOWN THE ROAD BASED ON THE POPULATION OF THE MACHINE, FREQUENCY OF THE PROBLEM, THAT KIND OF STUFF. SO WE ARE GOING TO ALWAYS TRY. WE CAN'T TELL YOU THAT TWENTY-FIVE YEARS FROM NOW I'LL HAVE THAT PINCH ROLLER_ IN STOCK OR WHATEVER, BUT I CAN ASSURE YOU TWENTY-FIVE YEARS FROM NOW YOU WILL BE ON DIGITAL. I AM SURE.

GARDY: WELL, I HAVE A QUESTION CONCERNING THE MARKETING. I HEARD FROM A LOT OF USERS IN THE PAST QUESTION US ABOUT IT. I GUESS THERE WASN'T MANY MII ADS IN THE MAGAZINES THIS MONTH AS IN THE PAST. THERE IS CONCERN, IF YOU ARE GOING TO CONTINUE MARKETING MII LIKE YOU HAVE IN THE PAST POSSIBLY BECAUSE THAT DIGITAL "BETTER" CAM AD YOU RAN WASN'T THE MOST POPULAR AD AROUND. MANY THOUGHT YOU WERE TRYING TO SELL PANASONIC CAMERAS TO PERFORM WITH DIGITAL BETACAM AND WERE GIVING UP ON MII. IT SEEMS LIKE ALL THE EMPHASIS IS ON DIGITAL ALL THE WAY AROUND.

DEFINA: OK. OBVIOUSLY MOST OF OUR ENGINEERING IS IN TERMS OF D5 AND D3. THAT IS WHERE WE ARE GOING. MII HAS ALREADY DONE FIVE GENERATIONS. I MEAN EVEN IF WE PUT A TREMENDOUS AMOUNT OF MONEY INTO ENGINEERING OF MII THERE IS NOT A WHOLE LOT INCREMENTALLY THAT WE CAN DO TO MAKE IT BETTER. BUT LOOK AT WHAT WE DO VERSUS WHAT WE ADVERTISE. IF YOU GO INTO OUR BOOTH YOU STILL SEE MII AS A PIVOTAL PART OF OUR CHAIN WHETHER ITS PRODUCTION OR POST PRODUCTION OR WHAT HAVE YOU. AND I ALSO URGE YOU TO ATTEND THE D5 THEATER SEMINAR. IF YOU REALLY WANT A CLEAR IDEA OF WHERE WE ARE GOING IN THE FUTURE YOU OWE IT TO YOURSELVES AS PRODUCTION PEOPLE TO SEE WHAT IT IS. I THINK YOU WILL BE VERY IMPRESSED. WE REALLY GOT OUR ACT TOGETHER AS FAR AS THE DIGITAL WORLD IS CONCERNED. AND ALSO IF YOU GO TO SONY PLEASE BE CAREFUL WHAT THEY SAY BECAUSE I UNDERSTAND THAT WHEN ITEMS ARE BROUGHT UP FOR INSTANCE ABOUT COMPRESSION, ETC THAT THEY ARE VERY AFRAID--THEY ARE VERY AFRAID OF MATSUSHITA, VERY AFRAID THAT THEY ARE NOT GOING TO ENJOY THE MONOPOLY THAT THEY HAVE ENJOYED IN THE PAST WITH THEIR PRODUCTS BECAUSE THEY HAVE A VERY, VERY FORMIDABLE OPPONENT WITH MATSUSHITA AS FAR AS DIGITAL TECHNOLOGY IS CONCERNED.

GUEST: PART OF THE PROBLEM IS ITS NOT JUST THE END PERFORMANCE OF THE MACHINE; ITS WHAT ITS USERS CAN AFFORD, YOU KNOW, TO PURCHASE FOR THEIR FACILITY. I THINK PART OF WHAT MAKES MII BETTER IS THE FACT THAT THERE IS A LOT OF YC EQUIPMENT OUT THERE . . . SWITCHERS AND WHAT NOT THAT YOU CAN MATE S MACHINES WITH MII. IT'S MAKES A VERY GOOD ACQUISITION SOURCE FOR INDUSTRIAL USERS. NOW WHEN WE GET INTO DIGITAL IT IS A TOTALLY DIFFERENT ANIMAL SINCE YC SWITCHERS AREN'T GOING TO HAVE ANY PLACE. YOU KNOW THE ANALOG EQUIPMENT REALLY ISN'T GOING TO DO YOU MUCH GOOD IF YOU GO TO A DIGITAL MACHINE. WHAT IS GOING TO BE OUT THERE FOR LOW-PRICE USERS FOR DIGITAL THAT'S COMPARED TO SVHS.

DEFINA: WELL, I UNDERSTAND YOUR CONCERN. AND ANYBODY CAN JUMP IN ANY TIME HERE. WHAT I WOULD LIKE TO SAY IS . . .

GUEST: IS THERE ANYTHING OUT THERE, I MEAN, FROM PANASONIC ADDRESSING THAT PRODUCT.

DEFINA: ALL--ALL I WANT TO SAY IS IF YOU GO TO OUR BOOTH YOU ARE GOING TO SEE US GOING OUT IN SVHS DIGITAL. WE'VE ALREADY GONE TO MII DIGITAL. BUT IN THE DIGITAL DOMAIN THERE IS PLENTY OF THE PRODUCTS, THAT WILL ALLOW YOU TO DO ANYTHING YOU WANT DIGITAL VERSION. THERE IS SUCH A TREMENDOUS ADVANTAGE INVESTING IN A DIGITAL FASHION, THAT ONCE YOU GET UP TO DIGITAL AND YOU WILL SEE IN OUR BOOTH--WE HAVE DEMONSTRATIONS OF A HUNDRED GENERATIONS OF DIGITAL WITH VIRTUALLY NO DEGRADATION--ONCE YOU GET UP THERE YOU CAN DO A LOT. SO IT--EVEN IF YOU START WITH SVHS--AND BELIEVE ME THERE ARE BROADCASTERS OUT THERE THAT ARE ON THIS SVHS--WE GIVE YOU A PATHWAY TO DIGITAL._

GUEST: NOW, EXCUSE ME, BUT REALISTICALLY DOES PANASONIC HAVE A VISION OF HOW MANY YEARS THEY CONSIDER TO SUPPORT BOTH MII AND S FORMATS BEFORE THEY REALLY ARE GOING TO DEPART FROM THAT ALTOGETHER.

DEFINA: YES, I AM SURE WE HAVE A VISION--A CLEAR VISION. HOWEVER, I--I CAN'T GIVE YOU WITH ANY ACCURACY THE EXACT DATE THAT WE ANTICIPATE. IT DEPENDS ON THE LONGEVITY OF THE SALES TO BE REAL HONEST WITH YOU. AS LONG AS ITS SELLING, AS LONG AS THERE IS A PLACE IN THE MARKET FOR IT, WE WILL CONTINUE TO MAKE IT. IT'S AS SIMPLE AS THAT. YES, TONY.

SANGIOVANNI: WE STOPPED MAKING IN FORMAT--THIS IS EVEN BEFORE I STARTED WORKING FOR PANASONIC IN 1985. YOU CAN STILL CALL UP FOR PARTS AND SERVICE SUPPORT FOR THAT. FROM WHAT I UNDERSTAND THERE WAS ALSO 3/4" MACHINES-AU 700'S AND WHAT NOT--THEY STOPPED MAKING FOR A LONG TIME, YOU CAN STILL GET PARTS AND SERVICE. AS FAR AS IN 1/2" DESIGN, OK, MII MACHINES, D3 MACHINES, THE TRANSPORT PARTS, A LOT ARE VERY SIMILAR. THE CONTROLLER ON THE D3 MACHINE IS THE SAME THING ON THE MII MACHINE. SO THERE ARE A LOT OF COMMON PARTS THAT GO INTO THE MECHANISM BECAUSE WITH PANASONIC PRODUCTS THE SUCCESS OF MII IS THE CHASSIS ITSELF. THE SUCCESS OF D3 IS THE INTERCHANGE. THE HEART FORMAT IS IN THE CHASSIS. THAT'S WHAT MAKES THE FORMAT. AND A LOT OF THE PARTS ARE VERY SIMILAR.

BILL BAKONYI: PART--PART OF WHAT YOU MAY HAVE SEEN IN THE PAST WITH OUR MARKETING ATTEMPTS, PUSHING TO THE FIELD, YOU HAVE SEEN OUR ADS--ONE THAT SAID "DON'T CONFUSE CONSTANT CHANGE WITH INNOVATION." AND ON ONE SIDE IT HAD A WHOLE BUNCH OF TAPES ALL DIFFERENT SIZES. THE PANASONIC SIDE, YOU KNOW, WHICH SAID INNOVATION, IT HAD ALL OF THE 1/2" TAPES. THE STORY IT REALLY TOLD WAS WE'VE SPENT A LOT OF RESEARCH AND DEVELOPMENT AND EFFORT--AND YOU CAN READ THAT AS DOLLARS, OK?--INTO DEVELOPING 1/2" TRANSPORTS. WE ARE THE LARGEST MANUFACTURER OF PACKAGED TRANSPORTS IN THE WORLD, VHS, SVHS, MII, D3, D5 AND WE EVEN HAVE HIGH DEFINITION MACHINES AND GUESS WHAT THEIR HALF-INCH, OK? IF YOU TAKE FOR EXAMPLE ANOTHER COMPANY, AND THAT AD SHOWED CLEARLY 1/2" TAPE, 3/4" TAPE, 8 MILLIMETER TAPE, 1" TAPE AGAIN--YOU KNOW, HIGH DEFINITION--THEY ARE ALL OVER THE PLACE. NOT ONE OF THOSE TRANSPORT SYSTEMS IS CLEARLY RESEARCHED AND MANUFACTURED TO THE ABSOLUTE LIMIT THAT IT CAN GO TO. TONY SANGIOVANNI SAID THIS VERY WELL. THE D3 CHASSE OR THE D3 PRODUCT IS BASED ON THE MII TRANSPORT. THE D5 PRODUCT IS BASED ON THE D3 TRANSPORT. IF YOU GO TO THAT DEMO OR THE LITTLE THEATER, WE ARE SHOWING IT AS A MATTER OF FACT, THE NICE YOUNG LADY WILL TAKE THE D3 TAPE AND HAND IT TO THE PERSON STANDING BY THE D5 MACHINE AND PLAY THE SAME TAPE BACK. ITS THE SAME TRANSPORT. WE KNOW 1/2" PRETTY WELL. WE DO VERY WELL WITH IT.

GUEST: I GUESS MY COMMENT WAS A LITTLE MORE DIRECTED TOWARDS ADVERTISING THE PRODUCT. I DON'T THINK WE'RE LOOKING FOR ANY MORE PRODUCT IMPROVEMENTS. BUT JUST, YOU KNOW, CONSTANTLY BEING THERE, REINFORCING THE MII LABEL SO THAT IT HELPS REINFORCE THAT WHEN WE WANT TO TALK TO CLIENTS. THEY START SEEING THE MII LABELS IN MAGAZINES, ETC, AND THEY KNOW ITS A VIABLE FORMAT.

DEFINA: OK

GUEST: YOU KNOW THE LABEL MAKERS, DUPLICATORS, WHOEVER DOES ANYTHING WITH VIDEOTAPE, WILL ALWAYS HAVE AN MII DECK.

GUEST: IT WILL HELP SELL MORE MACHINES AND NOW IS THE TIME TO RAKE THE MONEY IN BECAUSE YOU DON'T HAVE TO DUMP ANY MORE INTO R&D.

DEFINA: I DON'T KNOW WHAT STAGE ITS AT BUT I KNOW THERE WAS AN AD CIRCULATING HEADQUARTERS WHERE WE HAD MACHINES--SVHS AND MII AND DIGITAL, SO YOU MAY SEE SOMETHING LIKE THAT. I DON'T KNOW THAT YOU ARE GOING TO SEE ADS SPECIFICALLY MII RELATED. BUT YOU ARE GOING TO SEE MII AS A . . . BILL

BAKONYI: YOU WILL SEE MII ADS.

DEFINA: OH, REALLY? WHY DIDN'T YOU SPEAK UP A HALF AN HOUR AGO. (LAUGHTER) YES, YOU ARE GOING TO SEE MII ADS. THE DECISION HAS BEEN MADE. THE DECISION HAS BEEN MADE.

BILL BAKONYI: I DIDN'T MAKE THE DECISION. I WAS TELLING YOU WHAT'S IN THE WORKS.

GARDY: THE OTHER QUESTION I THINK WAS RELATING TO THE SUBJECT OF--HEY, WE LOVE DIGITAL. BUT MAYBE WE WE CAN'T AFFORD IT. AND--AND A LOT OF THAT IS--WELL, BUT MAYBE WE ARE WAITING FOR THE PRICE TO COME DOWN.

DEFINA: I AGREE.

GARDY: BUT WITH COMPETITION FROM THE DISK-BASED EDIT SYSTEMS IMIX AND AVID, AND ALL OF THAT. I THINK YOU WANT TO CONTINUE TO HAVE A PRODUCT FOR THE MIDDLE MARKET GUY WHO IS SERVING THE CORPORATIONS AND GOVERNMENT AGENCIES WHERE HE DOESN'T HAVE TO SPEND THREE THOUSAND DOLLARS.

DEFINA: MY WHOLE POINT ABOUT DIGITAL WAS YOU ARE NOT GOING TO PAINT YOURSELF INTO A CORNER IF YOU BUY IT. IF YOU ARE GOING TO MORTGAGE YOUR HOUSE ON SOMETHING YOU WANT TO MAKE SURE ITS GOING TO LAST LONGER THAN--GONNA KILL YOU.

GUEST: WE KNOW THAT. BUT SOMEHOW SONY DID A GREAT JOB LETTING THE PUBLIC KNOW--LETTING THE PEOPLE KNOW--AND SONY IS QUOTE, "KLEENEX" OF THE INDUSTRY. WELL, THAT IS BS. YOU KNOW, PANASONIC NEEDS TO GET THE IDEA OUT THAT THEY'RE A STRONG FORCE. ITS MII HERE. NOT NECESSARILY GOING INTO DIGITAL, NOT NECESSARILY GOING TO THIS. ITS GOT TO BE A SOLID FOUNDATION. PANASONIC IS HERE TO STAY. HERE'S TO THE MII FORMAT. THERE IS--ITS FOR THE HIGH END PEOPLE. ITS FOR THE LOW END PEOPLE. AND THE INDUSTRY NEEDS TO KNOW THAT THERE IS A CHOICE AND THE CHOICE IS BETTER THAN THE FOUR LETTER WORD (SONY).

GUEST: I WORK WITH CONSULTANTS RIGHT NOW AND I TRY TO TALK THEM INTO BUYING MII AND THEIR REBUTTAL TO ME IS WELL THE STANDARD ON THE WEST COAST IS BETA CAM. WELL, I AM SORRY THE STANDARD OF THE BAY AREA IS BETA CAM. WHEN I WENT AROUND TO BALLGAMES AND EVERYTHING TO LOOK AT, TV CREWS, I DIDN'T SEE ANY MII OUT THERE.

DEFINA: FIRST OF ALL, YOU ARE RIGHT AND BETA CAM IS EVERYWHERE. BUT THERE ARE STILL PLACES WHERE WE SELL A LOT OF MII.

GUEST: WELL, YOU KNOW, TO ME I WOULD LIKE TO SEE MORE MII CUSTOMERS, PERSONALLY. CAUSE THAT'S GOING TO MEAN LONGEVITY OF MY MACHINE AND MY INVESTMENT LASTS LONGER.

GARDY: WE HAVE GOT TO KEEP THINGS MOVING ALONG. ANY OF THE GENTLEMEN WHO ARE SPEAKING HOPEFULLY WILL BE AVAILABLE EITHER AT THEIR BOOTH OR AT OUR FIRST RECEPTION FOR INDIVIDUALS. AND I WOULD ALSO LIKE TO PRESENT TO MR. FRANK DEFINA AS A TOKEN OF OUR APPRECIATION.

(TO BE CONTINUED IN THE NEXT ISSUE WITH TRANSCRIPTS OF OTHER SPEAKERS)

MII Trading Post

Please Contact Us When The Equipment Is Sold

Wanted: Used MII Dockable Deck (AU-400,410) good to excellent condition. JVC KA M20U MII Camera Adapter Assy., Allows JVC KY17,25 and 27 cameras to use MII dockable VTR's. Less than 10 hours, immac. condition. List \$1,200.00, asking \$350.00, included Anton Bauer battery plate. Please contact Mark Kregel (Balt) 410-734-7691.

GVG 1600 Series Production Switchers, 1L and 1X (10 Inputs) \$6,000.00, 3K (16 Inputs) \$10,000.00. 7K and 7H (20 Inputs) \$12,000.00. All options are available. Contact Post Plus 40 East Main St., Port Jervis, NY 12771

Panasonic AU-520, Portable MII Recorder, Demo unit, \$8,995.00. **Panasonic AK-400/AU-400 Camera/Dockable MII**, \$11,000.00. Also available: JVC KY35ENG/KAB35 Camera, includes 15:1 lens, Betacam adaptor, \$13,000.00; **Crosspoint-Latch 6112 2M/E switcher w/chroma key** \$2,250.00; **Crosspoint-Latch 8200 switcher/DVE w/dual channel TBC** \$1,925.00; **ECHOLAB, DV7 SEG/switcher w/GPI** \$2,995.00. Please contact Ken Muehlbauer, (800)222-6050

Panasonic AU-65, MII Studio Recorder/Editor, good condition, \$8,500.00; **Panasonic WV-F700/AU-410 Camera/Dockable MII**, Demo unit with one year parts & labor warranty. Camera/MII package has ENG/EFP kit w/15x lens, battery charger, and all other accessories. \$17,000.00; **Panasonic AG-7750 S-VHS Recorder/Editor**, good condition, \$4,400.00. For further information, please contact Terry Nixon, (512)837-2000 extension 22. TX

Panasonic AU-660, Studio recorder/editor with, with auto tracking, TBC, TC, etc. Excellent Condition. Asking \$10,500.00/negotiable. Also, Animation system available. Contact Steve Crouch (301)946-6380. (MD)

JVC KR-M800U MII Editor, new heads, \$4,900.00. **JVC BR-S611U S-VHS edit source recorder**, excellent cond., \$2,000.00. **IVES II frame accurate TC controller w/programmable A/V fades**, take \$ GPI triggers, EdL print, 2 TCRG's, sync/BB, A/B upgradable, includes 2 JVC or Panasonic interfaces, \$1,900.00. Additional **IVES II interfaces**, JVC or PAN., \$300.00 each. **Wanted: JVC 811 or possibly Panasonic 7750 S-VHS editor**. Phone or FAX Steve at (608)251-8855.

Panasonic AU-63, MII Studio Player w/AT, New in Box, \$11,600.00. Contact Darrell Johnson (800)264-0590 (TN)

Panasonic AU-63H AT, MII Studio Player w/AT New, \$11,640.00. Also, **AU-65H Studio Recorder/Editor**, New, \$12,028.00 Full Warranty. Contact Bill Frazier (412)243-1300 (PA) Quail Video.

JVC KRM 800U Recorder/Editor, Excellent condition with new heads...asking \$6,750.00. Contact Harry Breitmeyer, 1365 McMullen Booth Rd, Clearwater, FL 34619 (813) 72602024.

Panasonic AU-63, MII Studio Player w/AT, Demo with time code, \$8,000.00, **200CLE 3-Chip Camera** 3,700.00, The following have worked well together in a A/B roll MII suite: **Jazz "Ensemble DVE with all extra cards and upgrades**-paid \$18,000.00 sell for \$7,000.00. **Panasonic AGA800 Edit Controller with 3 9-pin cards** \$2,900.00, **AGSW 800 AV Switcher** \$2,500.00 TBC 200 \$1,500.00. Contact Jack Miller at (914) 592-4151 (NY)

JVC (2) KRM 800 U Editors, 2 channel Audio,, (1) 50hrs on Head, Good condition, \$4,500.00. (1) 400hrs on head, Good Condition, \$4,500.00. Both together for \$7,600.00. JVC (2) 3/4" JVC CR8250 and CR6650 with 750hrs and in good shape, Both for \$4,500.00. Contact Bill Dunbar, Dunbar Videos, Holly, MI. (313)634-8686.

JVC KRM-820U MII Editor, with 1 event A/B roll edit controller built in, with SMPTE Time Code Card included. Good Condition, 2 yrs old, Asking \$5,000.00. JVC SA-T310U Component TBC, \$2,000.00 Contact Terry Grant (612)870-0028 (MN)

Panasonic WV-F700/AU-410 Camera/Dockable VCR. Display piece, absolutely like new, never rented; approx. 5 hours on heads. Anton/Bauer bracket included. \$11,995.00. Please contact Harvey Weinstein at (603)228-0412.)

Panasonic AG 7750 w/TC \$4500., Panasonic AG 750 edit controller \$1000. LAIRD legend Character generator, w/Encoder \$3000. JVC 8 Input Switcher w/Chroma Key, Tally, Intercom & GPI Trigger \$2500. Panasonic AVES Switcher \$900. All in great shape, w/rack ears, slides & manuals. Call Tim Dench (502)239-0229

AU 520 Portable MII Recorder. Only 120 hours. w/portabrace case \$7400.00. AU 65 Studio Recorder/Editor w/TBC & TC. only 180hrs on heads. \$8300.00. AU 62 Studio Player w/TBC & TC. less than 10 hrs on heads \$6800.00. Ampex ADO-100 DVE 3D Option & Upgraded software \$16000. Much more, Owner retiring contact Bob Pooler at (508)263-7727.)

JVC KY 320 Camera w/Fujinon, 16 x 9.5 Lens, includes portabrace, power supply, batteries, shipper case and CCU... \$3,500.00. Contact Jordan Gershon, Majec Productions, (913)894-1188 (KS)

Tascam 48-0B 1/2" 8 Track (DBX) Noise Reduction, ES-50 Synchronizer, ES-51 Sync Control Unit and cables. Also, 6 virgin reels 3M 226 1/2" Mastering Tape. Like new condition! Less than 5 hours on deck. Purchased new for \$9,800.00 Complete Package, Brand New, Perfect Condition!! Less than 5 hours on heads. Originally purchased for \$9,800.00 Asking \$3,200.00/OBO. Contact Jodi Heuring at (612)935-0033. (MN)

Panasonic AG 7500A SVHS Editing Decks. Special Demo Units, in box, FULL Warranty. \$3,500.00 each, or both for \$6,800.00. New edit controller also available \$1,400.00. MX10 Digital Special Effects Generator w/Title \$900.00. Please contact Tim Dench, (502)239-0229 (KY)

Telmet TM 8615, docking adapter AU400/410 to BVP7. asking \$999.00. CrossPoint-Latch 6112 (used), 2M/E Switcher w/chroma key. ask \$2250.00

Echolab, DV7 (used), BO SEG/Switcher w/GPI. ask \$2995.00. Tektronix 244505 (used), Combo waveform/vectorscope. ask \$2650.00. Anton Bauer MP4/probe (demo), battery charger; 4bay w/probe. ask \$2195.00. we also have many accessories. Please contact Avonix at (414)783-6050.

Panasonic AGB745 ((new), Battery Charger Asking \$399. TELMET TM8615, Docking Adapter AU400/410 to BVP7. Asking \$999. K&H CAU500 (Demo), Carry Case for PAN AU500/AU520, Asking \$149. CROSSPOINT-LATCH 6112 (Used), 2M/E Switcher iwth Chroma Key, Asking \$2250. TEKTRONIX 244505 (Used, Combo Waveform/Vectorscope, Asking \$2650. VIKING AU500CASE (Rental), R776 ATA Shipping Case, Asking \$250 Please Contact Scott Schuelke at AVONIX, PO Box 505, N. 124th Street, Brookfield, Wisconsin 53005

Used MII Tape- Limited number of MII tapes, Large cassettes, 30's, 60's 90's and Small cassettes, 10's and 20's. Low Passes, most with factory cases. Good for many purposes. \$3.50 each in lots of 100. Buyer pays the shipping charges. Contact Ed McKay or John Bishop at (704)398-0046 (phone), or (704)393-8407 (fax)(FL)

Find Financial Freedom in Florida, Well established (10 yrs), Turnkey video productions company for sale by owners. Complete training and great terms available. Includes; broadcast editing system, fully equiped toaster, audio system, 3 chip camera and dockable portable, fluid head tripod, lowel lights, mics, film and slide transfer system, In-house duplication system, 800 # and credit card acceptance, furniture, phones and much, much more. You could be enjoying a positive cash flow today. All for well under \$100,000.00 Call (813)545-2646 for complete details. (FL)

Wanted: USED ONE INCH MACHINE, Prefer Ampex VPR-2 or Hitachi HR200E or HR200B. Please contact the MII Users Association, (800)966-1030, fax (703)620-0451 (VA) if you have one to sell.

A/B ROLL EDIT SUITE, includes Panasonic AU-60 Studio Recorder, (2) Panasonic AU-650 Studio Edit Recorder with Auto Tracking, Videotek Prodigy Composite Special Effects Generator, Paltek Elite Edit Controller with Serial Interfaces for Prodigy Switcher & (3) MII Recorders. \$40,000.00 System is in full working order, all three decks have approx 1000 hrs on head. call Scott Kase at 703-620-0451

Panasonic AU-650 MII Variable Speed Studio Recorder/Editor, Excellent Condition, 100 hrs. on complete refurb by Brian Roose Panasonic Service Center, Georgia, \$6500, contact Brooks Reid, Air Time Design, Miami, FL, 305-666-0925

Panasonic AU-300 Video Recorder/Reproducer w/A-30 Editor, Good Condition \$4,900.00; Nagra IV-SJ Recorder/Reproducer, Like New \$2,500, Sony VO-5800II High Resolution 3/4" Umatic Recorder/Reproducer, Excellent Condition \$1,500; Contact John Urciolo, Rand Systems Engineering Inc. 301-983-1998

Panasonic WV-S700 w/AU 410, 15x1 Lens, Battery & Charger, \$11,000, Contact Alan Nguyen, 714-531-8896

JVC-F911U Interface Unit - \$500; JVC-SAT411U Time Base Corrector with Noise Reduction (RGB YC Composite) - \$2,800; Sony V09800 SP 3/4" Recorder/Player - \$3,000; 2 Panasonic WJ300B Rack Mount Video Distributer Amplifier - \$1,500 each; WJA01 Rack Mount for Video DA - \$65; Panasonic WJ2254 Rack Mount Switcher \$200; Panasonic WJ-200RB Rack Mount Switcher - \$200; JVC BR-S411U SVHS Docking VCR with JVC SA-R100U VITC Time Code Generator \$2,500; All equipment like new and taken excellent care of. Contact Clark's Video Productions, 501-636-8599

If you have equipment you would like included in the next Trading Post, please contact us in writing, either by fax or mail at MII Users Association of America, c/o GMG International Inc., 1950 Roland Clarke Place, Suite 100, Reston, VA 22091, Fax (703) 620-0451 (800)966-1030 Please contact us when the equipment is sold.

MII Users Association of America Membership Listing

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AUVID Productions Int'l Nancy Kabajain PO Box 1933 Huntsville, AL 35807	KTWV Bruce Sherman 3019 E Southern Ave Phoenix, AZ 85040	Audio Visual Richard Farnham 2300 Gladwick Rancho Dominguez, CA 90220	Grass Valley Group Don Davis P.O. Box 1114 Mail Stop N5-2H Grass Valley, CA 95945	Miller Video Lee Miller 608 Wilson Ave Novato, CA 94947	Shahr Farang TV Parviz Kardan PO Box 16273 Encino, CA 91416	WHTV-TV Venture Technologies Donald Wilson 23642 Calabasas Rd Ste 104 Calabasas, CA 91302	KOA-TV Kenneth Renfrow 2200 7th Ave Pueblo, CO 81003
AUVID Productions Int'l Inc. Paul D. Kennamer Sr. PO Box 1933 Huntsville, AL 35807	KVOA-TV Randall Meston 209 W. Elm St Tucson, AZ 85705	BAVC Luke Hones 1111 17th St San Francisco, CA 94107	Group Video Broadcast Sves Jerry Casey 10364 Rockingham Dr Sacramento, CA 95827	Motion Blur Publishing David Duberman 915A Stanbaugh St. Redwood City, CA 94063	Spot Productions Frank Vanella 5343 Birch Grove Dr. San Jose, CA 95123	Wilderness Production Mike Conway PO Box 10260 S. Lake Tahoe, CA 96158	Mesa Media Grant Richards 6939 W 25th Pl Lakewood, CO 80215
DCH Regional Medical Center Larry Parker 809 University Blvd E. Tuscaloosa, AL 35401	LRM Productions Lisa Markkula PO Box 1405 Tucson, AZ 85702-1405	Bay Cable Advertising Jim McQuin 20902 Cabot Blvd Hayward, CA 94545	Hammar Comm. Peter Hammar 1525 Greenwood Ave San Carlos, CA 94070	NBC Sports Jack Simmons 3000 W. Alameda Ave Rm 4359 Burbank, CA 91523	Take 2 Video Gerry Wilson 4597 Warm Springs Rd Glen Ellen, CA 95442	World Image Shariar Yadehari 9186 W Pico Blvd Los Angeles, CA 90035	Mesa Media Jeff Bahoe 6939 W 25th Pl Lakewood, CO 80215
First Frame Video Services David Black 2440 Wineridge Dr Birmingham, AL 35244	MACROLEASE George Goodman 10802 N 19th Ave Phoenix, AZ 85029	BCS Les Spitzer 1840 Flower St Glendale, CA 91201	International Video Preview Terry Jessee 1177 Quarry Ln Unit F Pleasanton, CA 94566	NBC Jim Smith 3000 W. Alameda Ave Rm 4359 Burbank, CA 91523	Tele-Video Prod Service Jon Solander 600 Grand Ave Ste 401 Oakland, CA 94610	Your Video Productions Jeri Ann Severson 2183 Fairview Rd. Ste. 104 Costa Mesa, CA 92627	Multi-Magnetics, Inc. John Simon 10336 S. Dransfeldt Rd Unit 6 Parker, CO 80134
Flint Hill Productions Charles & Mary Golden 255 S. Charlton Ct Montgomery, AL 36177	Pima College Ketil Gunnberg 1901 N Stone Tucson, AZ 85709-5080	Bluewater Productions Bill Rosensteel 3205 Production Ave Ste E Oceanside, CA 92054	Iranica Alireza Azmadian 17682 Mitchell N Suite 100 Irvine, CA 92714	NBC Mr. J. Schoedler 3000 W. Alameda Ave Burbank, CA 91523	The Video Production Co. of America Walter Knox 4750 Topeka Dr. Tarzana, CA 91356	Advanced Audio Video A.J. Delizza 7700 E. Illiff Ste H Denver, CO 80231	Rocky Mtn Audio Video Terry Talley 4301 S Federal Blvd 101 Englewood, CO 80110
Flint Hill Productions Mary Golden 255 South Charlton Ct Montgomery, AL 36117	Studio Optix Christopher Hutson 103 W Alameria Phoenix, AZ 85003	Broadcast Store Barry Seybert 1840 Flower St Glendale, CA 91201	Iranica Alireza Tabesh PO Box 8123 Newport Beach, CA 92658-8123	Nelson Media Group Bill Nelson 951A Valhalla Bakersfield, CA 93309	Toaster Marmalade Mark Stross 4842 Via Colina Los Angeles, CA 90042	Advanced Audio Video Philip Young 7700 E. Illiff Ste H Denver, CO 80231	VU Videos Eric Wheeler 1420 Blake Street Denver, CO 80202
Industrial Communications Inc Britton Neal 232 Oxmore Cir Birmingham, AL 35209	Troxell James Chalifoux 4830 S. 38 St. Phoenix, AZ 85040	Capitol Productions Steven Schiavone 9773 Beachwood Dr. Orangevale, CA 95662	ITD Productions Herbert Kellner, Ph.D. 1561 Madrid Dr Vista, CA 92083	North American Television Jim Ren Huang 10355 E. Rush St El Monte, CA 91733	Total Digital Alan Nguyen 516 S Deming St Santa Ana, CA 92704	American Magnetic Media Steve Helmick 5580 Havana Unit 6A Denver, CO 80239	Windstar Studios Mike Wemple 525 Communications Cir. Colorado Springs, CO 80905
Industrial Communications Inc Mike Cornelius PO Box 190201 Birmingham, AL 35219	Vaughn Duplication Services Jim Lawson 3802 E University Dr Suite 2 Phoenix, AZ 85034	Chiaverini Video Production Doug Chiaverini 4030 N. Palm STE 306 Fullerton, CA 92635	JVS Inc. Ray Dunn 7925 Auburn Blvd Citrus Heights, CA 95610	Odetics Broadcast Gene Zimmerman Jr 1515 S Manchester Ave Anaheim, CA 92802-2907	Triangle Video Martin Geisler 11300 Hartland ST N Hollywood, CA 91605-6309	American TV & Communications David Franklin 160 Inverness Dr W Englewood, CO 80112	Connecticut Angel Sea Productions Tiffany Eddy 55 Russ St. Hartford, CT 06106
WAFF TV Keith Ward 1414 N Memorial Pkwy Huntsville, AL 35804	Video Technical Services Chip Harold 925 West Baseline Rd Tempe, AZ 85283	Clockwork Studios Chris Petuprin 10695 Trenea Street Suite 106 San Diego, CA 92131	Jury Propulsion Lab Cory Borst 4800 Oak Grove Dr. Pasadena, CA 91109	Philips Interact Media- POV Entertainment David White 325 E Hillcrest ste.250 Thousand Oaks, CA 91362	Tripp Communications Darren Nielson 1717 Solano Way #24 Concord, CA 94520	Business Planning Svcs John Giarratano 1037 Elm Street Pueblo, CO 81004	Anten Bauer Michael Maly 1 Controls Dr. Shelton, CT 06484
Woman's Missionary Union Stan Hill PO Box 830010 Birmingham, AL 35283-0010	California Ace Kutsuna 533 21st Pl Santa Monica, CA 90402	Compact Video Group Inc. Marty Main 3 Television Cir Sacramento, CA 95814-0794	KATZ Inc. Rich Borow PO Box 2608 San Fernando, CA 91393	Pioneer John Mitchell 915 East 230th St Carson, CA 90745	Troll Management Sonja Woelner 6312 Santa Ana Cyn Rd 111 Anaheim Hills, CA 92807	Davis Audio-Visual, Inc. Howard Goldbaum 2100 Clay St. Denver, CO 80211	Cinemat Tim Schult 127 Main St. N Woodbury, CT 06798
Alaska CCBI KTOO-TV Jack McKain 224 Fourth st Juneau, AK 99801	Gibson Best 119 Driftwood ste 14 Marina Del Ray, CA 90292	Corporate Video Productions Richard Frazier PO Box 1916 Union City, CA 94587	King Video Cable Alex Slaten -Advertising Production Dept. 22620 Market St Santa Clarita, CA 91322	Precious Memories Video Chuck Hashim 320 East 18th St. Bakersfield, CA 93305	UC B/HIS Broadcasting NE Peterson 8990 Gaddini Rd Winters, CA 95694	Davis Audio-Visual, Inc. Robert Davis 1801 Federal Blvd Denver, CO 80204	Conover Production Svc Bob Conover 116 M Research Drive Milford, CT 06460
Arkansas 5 Star Video Randy McFarland 1112 Garrison Ave Ft Smith, AR 72901	Mohammed Farshad 19141 Keswick St Reseda, CA 91335	DNF Industries Eve Norell 1032 N. Sweetzer Ave Ste 212 W. Hollywood, CA 90069	Kolb Entertainment Kenneth Kolb 14380 Foothill Blvd #26 Sylmar, CA 91342	Professional Desktop Video Systems Dave Love 6922 San Fernando Rd Glendale, CA 91201	UCLA-Behavioral Sciences Media Lab NPI Gary Lord 760 Westwood Plaza Los Angeles, CA 90024	Freelance Videography Curt Rousse 520 South Third Montrose, CO 81401-2755	Insight Tom Carroll 288 Fillow St Norwalk, CT 06850
Clark's Video Productions Tim Clark 1206 N 8th st Rogers, AR 72756	AME Inc. Chip Viering 5510 Cleon Ave. N.Hollywood, CA 91601	Don Brown Productions Don Brown 1429 W. Collins Avenue Orange, CA 92667	KRBK-TV Annette Wegesend 500 Media Pl. Sacramento, CA 95815	PSICOR Harry Hoerr 16818 Viadel Campo Ct San Diego, CA 92127	United Media Leslie Ricci 4771 E. Hunter Anaheim, CA 92807	Front Range Community Cig David Alan Sacher 3645 W 112th Ave -Media Center Westminster, CO 80030-2105	Key Logo Steven Gibson 8F Weavers Hill Greenwich, CT 06831
Arkansas Farm Bureau Keith Garrison PO Box 31 Little Rock, AR 72203-31	AME Inc. Larry Cohen 5510 Cleon Ave. N.Hollywood, CA 91601	DSO Productions Robert Urban 2413 Lincoln Ave Belmont, CA 94002	KUSI Richard Large 4575 View Ridge Ave San Diego, CA 92123	R-VCR Larry Dean 4055 Guasti rd ste 107 Ontario, CA 91761-1521	Unitel Video Mark Miller 3330 Caluenga Blvd W Los Angeles, CA 90068	Group Publishing David Priest PO Box 481 Loveland, CO 80539	Quinnipiac College Bruce Carpenter Mt Carmec Ave Hamden, CT 06518
KHOG Marvin Macedo PO Box 1029 Fayetteville, AR 72701	Assoc. Elec. Gene Husting 3585 Cadillac Ave Costa Mesa, CA 92626	Eagle Leasing Kathli Klein	KVCR-TV Don Ferutita 701 S Mt. Vernon	R-VCR Larry Dean		TRV Fastcam Sports TV Production	
KTHV Chuck Weaver							

Prospect, CT 06712	Brooks Reid 6490 SW 113th Miami, FL 33156	Industrial Video Technology Inc. Lisa Heydet 2120 Hollywood Blvd. Hollywood, FL 33020	Video Techniques, Inc. Robert Lorenzen PO Box 9649 Bradenton, FL 34206-9649	Savannah, GA 31402	Cordillera Comm Andy Suk 1866 E Chisholm Dr Nampa, ID 83687	Ted Ellsworth 9401 W Grand Ave Franklin Park, IL 60131	5429 Keystone Dr Ft Wayne, IN 46825
WTXX-TV Ron Barnes 37 Peach Orchard Rd Prospect, CT 06712	ARCO Inc. Mark Castellani 2226 8th St Sarasota, FL 34237	Lakeland Regional Med. Ctr Education Dept. Ryan Lee 1324 Lakeland Hills Blvd. Lakeland, FL 33805	Videocam Export Co. Juan Carlos Carrillo 7305 NW 36th Street Miami, FL 33166	Savannah College Stephen May 235 Habersham St Savannah, GA 31401	KTRV Brian Royster 679 6th St Nampa, ID 83651	Provid Supply Regina Szpak 896 Webster Ln Desplaines, IL 60016	Ball State University Bill Cahoe University Media Services Muncie, IN 47306
District of Columbia	ASCA Dan Block 2860 Armadillo Tr Timurville, FL 32780	Lockheed Space Operations Ed Mikulas MS LSO 110 Kennedy Space Center, FL 32899	Videotaping Services Inc Dale Sweet 1911 Manor Circle Dr Winterhaven, FL 33880	Strickland Video & Film Support John Strickland 2972 Chipmunk Trail Marietta, GA 30067	Porter Advertising T Porter 10378 Fairview Ste 201 Boise, ID 83704	Rosecor Corp Mitch Roston 1061 Feehanville Dr Mt Prospect, IL 60056	Ball State University Chris Weyers BC#179 Muncie, IN 47304
Anacostia H.S. Fred Atarod RM 228 16th & R St. SE Washington, DC 20020	Audio Visual Innovations Ron Lyman 6313 Benjamin Rd. Tampa, FL 33634	Lockheed Space Operations Robert Simmer MS LSO 115 Kennedy Space Center, FL 32899	Vue-Com Inc. Marshall Ham 1126 S Division Ave Orlando, FL 32805	TVF Productions John Salter 1612 N. Oak St. Valdosta, GA 31602	TCI Cable Vision Neil Smith 8400 West Park Boise, ID 83704	Southern Illinois University John Kautzer Campus Box 1775 Edwardsville 62026, IL	Ball State University Jim Scott University Media Services Muncie, IN 47306
C-SPAN Bill Conover 400 North Capitol St Ste 650 Washington, DC 20001	Basin Distributing Jim Dichio 15959 NW 15th Ave Miami, FL 33169	Lockheed Space Operations Robert Simmer MS LSO 115 Kennedy Space Center, FL 32899	WDZL Bob Castillo 2055 Lee St. Hollywood, FL 33020	Vaughn Duplication Services Rick Gauthier 2700 NE Expressway Bldg A Ste 200 Atlanta, GA 30345	State Farm Insurance Gary Chambers 1 State Farm Plaza Bloomington, IL 61710	Magnity Video Productions Harry Magnity PO Box 15 Greencastle, IN 46135	Production Services Walter Russell 4930 Illinois Rd Ste 1F Ft. Wayne, IN 46804
C-SPAN Brian Lockman 444 North Capitol St Ste 412 Washington, DC 20001	Blue Mango Productions Ed Reinhardt 1513 Wiley St Hollywood, FL 33020	Lockheed Space Ops Clyde Smith LSO 350 TRM 029 Kennedy SP CR, FL 32899	WFLA Mike Healy 905 E Jackson St Tampa, FL 33614	Video Copy Services Rick Stevens 1699 Tullie Circle Suite 117 Atlanta, GA 30329	State Farm Insurance Randy Smith 1 State Farm Plaza Bloomington, IL 61710	Sho-n-Tell Rollie Bunce 8241 Millhouse Rd Indianapolis, IN 46241	Versatile Video Services, Inc. Terry Burke P.O. Box 333 Yorktown, IN 47396
C-SPAN Dave Roycraft 400 North Capitol St Ste 650 Washington, DC 20001	Broadcast Intl Group Gizeida Vargas 8280 NW 27th St Ste 515 Miami, FL 33122	Lockheed Space OPS Miles Piatek 1748 W Cheryl Dr Winter Park, FL 32792	WFTS Jean Varn 4501 E Columbus Dr Tampa, FL 33605	Video Duplication Skip Lewis 3095 Presidential Dr. Ste F Atlanta, GA 30340	Bible Students Publications George Tabac 900 Brentwood Bensenville, IL 60106	Sure Word Productions Dane Griffin PO Box 677 Thompsonville, IL 62890- 0067	Video Management Systems Dan Hall 1004 E. Washington Street Indianapolis, IN 46202
C-SPAN Tim Dombro 400 North Capitol St Ste 650 Washington, DC 20001	Broadcast Intl Group Ron Simboli 8280 NW 27th St Ste 515 Miami, FL 33122	Magic Motion Film & Video Ron Shaw PO Box 16213 N. Hollywood, FL 91615	WFTS Luis Romero 4501 E Columbus Dr Tampa, FL 33605	Video Supply Sales Co. Mark Radford 3440 Oakcliff Rd. Suite 112 Atlanta, GA 30340	Televent Video Services Don Shannon 6533 West North Ave Oak Park, IL 60302	TeleVisual Productions Dave Beatty 1287 Wabash Springfield, IL 62704	WFFB-TV Mac McShane 3707 Hillegas RD Ft. Wayne, IN 46808
C-SPAN Tim Masters 400 North Capitol St Ste 650 Washington, DC 20001	Broward Community College Don Sundquist 3501 SW Davis Blvd Davie, FL 33314	Mayo Clinic Bill Wimmert 4500 San Pablo Rd. Jacksonville, FL 32224	WPTV Edward J. Ross P.O. Box 510 Palm Beach, FL 33480	Zan Productions Roseann Bush 1390 E Rock Springs 4 Atlanta, GA 30306	Business TV Associates Mark Hewitson RR 1 Box 71 McLean, IL 61754	The Orenda Group Jim Riemersma 9848 South Winchester Ave Chicago, IL 60643	WIPB-TV Bob Fairchild PO Box 1708 Muncie, IN 47308
Department of Veterans Affairs George Brown - Communications 810 Vermont Ave NW Washington, DC 20420	CBF Media Centre Bob Bernhardt 3400 Raleigh St Hollywood, FL 33021	Mayo Clinic Asa Floyd 4500 San Pablo Rd. Jacksonville, FL 32224	Artistic Video Sells Douglas Keltz 5975 Boswell Rd Ste 321 Atlanta, GA 30328	Hawaii	Center Video Rex Balz 5615 W. Howard Street Niles, IL 60648	The Tape Company Robert Daly 801 Siverd Dr Wood Dale, IL 60191	WIPB-TV James Miller PO Box 1708 Muncie, IN 47308
House Recording Studios Rick VanWinkle B310 Rayburn Building Washington, DC 20515	Centercom, Inc. Keith Lamp 4710 Eisenhower Blvd Ste C4 Tampa, FL 33634	MedCo, Inc. Dennis McDougall 6110 9th St. N. St Petersburg, FL 33703	Atlanta Duplication Dan Nobles 4330 Royal Mustang Way Lithonia, GA 30058	Hot Shot Productions Jim Abell PO Box 1297 Kaplan, HI 96746	Centercom, Inc. Vicky Jacobs 7120 Ridgeway Lincolnwood, IL 60645	Three Angels Broadcasting Clarence Larson Rt 3 Box 176 Thompsonville, IL 62890	WIPB-TV Chris Thornton 300 W Jefferson Blvd South Bend, IN 46601
Mediasource, Inc. Bill Parks 2121 Wisconsin Ave. N.W. Ste 64 Washington, DC 20007	Charmel 20 Scott Monaghan 215 N. Olive Ave Ste 100 West Palm Beach, FL 33402	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	IBM Judy Sapp 3100 Windy Hill Rd. Internal Zip WEIC1 Marietta, GA 30067	KIT Video Pro Bill George 1095 Kalapaki Honolulu, HI 96825	College of Dupage TV Roger Ewald 22nd Lambert Rd Glen Ellyn, IL 60137	Video FX Stuart Soifer 400 Jefferson Ct Wheeling, IL 60090	WTTV Fred Baumgartner 3490 Bluff Road Indianapolis, IN 46202
National Credit Union Administration Bob Parks 1776 G St. N.W. Washington, DC 20456	Composite Video Service Bill Costello 11100 66th St. N. Ste 27 Largo, FL 34643	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	IBM Judy Sapp 3100 Windy Hill Rd. Internal Zip WEIC1 Marietta, GA 30067	Video Concepts Bob Ramacher 535 Lipos Pkwy Kihui Maui, HI 96753	Copymaster Video Larry Stengren 711 E. Fairfield Ave. Villa Park, IL 60181	Video Production Group Mark Wilder 511 Court St Pekin, IL 61554	Kansas
Orga. of American States TV Unit Gabriel Gross	Computer Power Inc. Glenn Caton 661 Riverside Ave Jacksonville, FL 32204	Media Concepts Bob Skidmore 559 49th Street South St. Petersburg, FL 33707	IBM Victoria Pendleton 3100 Windy Hill Rd. Internal Zip WEIC1 Marietta, GA 30067	Video Lab Norm Nichols 641 Keeaumoku Ste. 5 Honolulu, HI 96814	Ed Janik Productions Ed Janik RR 2 Box 94C Pleasant Plains, IL 62677	Video Replay Ron Norinsky 118 West Grand Ave. Chicago, IL 60610	Beechcraft Corp. Richard Young PO Box 85 Wichita, KS 67201
17th & Constitution Avenues Washington, DC 20006	Consultores Audiovisuales Antonio Sarnelli POBA Intl 39 PO Box 52- 1308 Miami, FL 33152-1308	Multi Image Group Jim Ballentine 1080 Holland Drive Boca Raton, FL 33487	Lewis Broadcasting Co. Wallace Tidwell PO Box 61268 Savannah, GA 31420	Cedar Rapids Television Co. Bruce Kruse Second Ave. at Fifth St SE Cedar Rapids, IA 52401	JRC Productions Rob Aiello 528 Northlake St Aurora, IL 60506	Video-Tech Production Alan Thurnby P.O. Box 2251 1602 Melrose Ct. Decatur, IL 62526	Fast Forward Productions Brad Burrow 12508 Summerlee Olathe, KS 66062
The Media Group Andrea Stelter 1118 22nd St. NW Washington, DC 20037	Continental Cablevision Alan Tomassetti 141 N.W. 16th St Pompano Beach, FL 33060	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	IBM Judy Sapp 3100 Windy Hill Rd. Internal Zip WEIC1 Marietta, GA 30067	Iowa	IMAC Intl Inc. Jacques Kauffman 1301 Greenwood Ave Wilmette, IL 60091-1623	WGBM Brady Dreasler 513 Hampshire Quincy, IL 62301	Heartland Productions Bryan Winsby PO Box 4180 Shawnee Mission, KS 66204
WRC TV/NBC Mike Benetati 4001 Nebraska Ave Washington, DC 20016	Crawford Productions Rusty Crawford PO Box 1192 New Smyrna Beach, FL 32170	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	IBM Judy Sapp 3100 Windy Hill Rd. Internal Zip WEIC1 Marietta, GA 30067	American Heritage Cable Brian Sawyer 1729 McPherson Ave Council Bluffs, IA 51503	JRC Productions Rob Aiello 528 Northlake St Aurora, IL 60506	WICD-TV David Boyer 250 Country Fair Dr. Champaign, IL 61821	JAT Productions Jill Ann Nichols RR 3 Box 78 Lyons, KS 67554
WRC Ron Thorpe-Electronic Main. Dept. 4001 Nebraska Ave Washington, DC 20016	Encore Broadcast Sales Jon Faiell 1252 E. Hillsborough Ave Tampa, FL 33604	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	K&M Electronics Mitchell 2620 Mountain Industrial Park Ste F Tucker, GA 30084	Cedar Rapids Television Co. Bruce Kruse Second Ave. at Fifth St SE Cedar Rapids, IA 52401	Kemper National Insurance Bill Demarco -Kemper TV Studios F-3 Rt. 22 & Kemper Dr. Long Grove, IL 60049	WIFR-TV Willard Shears PO Box 123 Rockford, IL 61105	KPTS Dave McClintock 320 W. 21st St Wichita, KS 67201
Delaware	Fontaine & Epstein Assoc Henry Epstein 8321 NW 7th St Apt 115 Miami, FL 33126-3916	MedCo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703	Media Magic Bill Batchelor 3952 Casey Glen Ct Duluth, GA 30136	Iowa State University Denny Goodrich Media Production Unit Exhibit Hall S Ames 50011, IA	Little Fort Media Weldon Johnson 113-115 N Genesee Waukegan, IL 60085	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652	KSNW Mark Luedtke 833 N. Main Wichita, KS 67201
Fotovideo Associates Inc Attn Rick Greenberg Rt 26 PO Box 402 Oceanview, DE 19970	Florida	Valencia College Jim Barber-Film Tech. Prog. Mail Stop 3-2 701 N. Eeconlochatchee Tr Orlando, FL 32825	National Video Exposure Clyde Land 5100 Kerry Dr. Atlanta, GA 30331	Kirkwood Community College Joe Taylor 6301 Kirkwood Blvd SW Cedar Rapids, IA 52406	Master Images Video Duplications, Inc. Skip Navar 3176 Mac Arthur Blvd. Northbrook, IL 60062	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652	KSAS-TV David Bird 316 N. West St. Wichita, KS 67203
Dan O'Connell 5940 36th St West ste. J305 Bradenton, FL 34210	Fontaine & Epstein Assoc Henry Epstein 8321 NW 7th St Apt 115 Miami, FL 33126-3916	Valencia College Keith Foster-Film Technology Program Mail Stop 3-2 701 N. Eeconlochatchee Tr Orlando, FL 32802-3028	Northwest Airlines, Inc. Bob Sharrett 1000 Inner Loop Road Atlanta, GA 30337-6072	Pratt Audio Visual & Video Cynthia Egger 200 Third Ave. SW Cedar Rapids, IA 52404	Millikin University Ronnie Dean 1184 W. Main Decatur, IL 62522	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652	KSAS-TV David Bird 316 N. West St. Wichita, KS 67203
Harry Breitmeier 1365 McMullen Booth Clearwater, FL 34619	Full Sail Jim Michael 3300 University Blvd Winter Park, FL 32792	Valencia College Keith Foster-Film Technology Program Mail Stop 3-2 701 N. Eeconlochatchee Tr Orlando, FL 32802-3028	Printpack, Inc. John Clower 4335 Wendell Dr. Atlanta, GA 30336	St. Luke's Hospital Maureen Osako 1026 A Avenue NE Cedar Rapids, IA 52402	Norwest Communications, Inc. Mark Karney 123 S. Hough St. Barrington, IL 60010	WYCC-TV Donald Rhodes 7500 S. Pulaski Rd. Chicago, IL 60652	KSAS-TV David Bird 316 N. West St. Wichita, KS 67203
John Barker 9350 NW 16th St Plantation, FL 33322	Gendra Broadcasting Corp Michael Luisi 2800 Biscayne Blvd STE 700 Miami, FL 33137	Vaughn Duplication Services Ric Everett 5414 Beaumont Center Dr. Ste 202 Tampa, FL 33634	Savannah College of Art & Design Ralph Gnam 235 Haversham St.	Idaho	Panasonic	Indiana	Majec Video Productions
AAACHEN Productions George Phelps 11261 S.W. 177th St. Miami, FL 33157	Graphics Dept. Lawrence Kohl 2100 Coral Way Miami, FL 33145	Video Factory Jeff Hooper 1126 S. Division Ave Orlando, FL 32805				B&J Photo Inc Ed Givon	
Airtime Design							

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Smokley Hills Public TV Lloyd Mintzmeier PO Box 9 Bunker Hill, KS 67626	A/V Services Bob Pooler 674 Mass Ave (Rt 111) Borborough, MA 01719	Anietam Cable TV Dave Dahl 1000 Willow Cr Hagerstown, MD 21740	Prince Georges Co. Public Schools Chuck Wolfe 8437 Landover Road Landover, MD 20785	Michigan Dan Fitzgerald P.O. Box 126 Tecumseh, MI 49286	Vivid Visions, Inc Christopher Hart 9282 General Dr. Suite 130 Plymouth, MI 48170	Grant Booker Video Terry Grant 2543 Nicolet Ave. S Minneapolis, MN 55404	KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108
University of Kansas Brian Powell Athletic Dept. Football Allen Fieldhouse Lawrence 66045, KS	Bob Benson Video Film Robert Benson 287 Chapel St Holden, MA 01520	AVA Productions Dick Slade 1412 Northcrest Drive Silver Spring, MD 20904	Prince Georges Co. Public Schools Scott Schiller 8437 Landover Road Landover, MD 20785	Ken Johnston 3470 Dobie Rd Okemos, MI 48864	VPM Studios Gene Casaroll 13761 Bell Court Stirling Heights, MI 48312	Heuton, Dailey, Monson Jamie Hueton 6573 City West Pkwy Eden Prairie, MN 55344	Lines Video Systems 219 South Jefferson Springfield, MO 65806
Video Service of America Patrick Barber PO Box 14945 Lexena, KS 66285-4945	Crimson Tech Lee Wolloff 325 Vassar St Cambridge, MA 02139	Professional Products, Inc. James Baldwin 4964 Fairmont Ave. Bethesda, MD 20814	Christian Family Centre Paul Mayhew 1800 W US 223 Adrian, MI 49221	Western Michigan Public Broadcasting Tim Scarpino 301 West Fulton Grand Rapids, MI 49504-6492	Jameson & Associates, Inc. Richard Jamison 5200 Wilson Rd - 300 Minneapolis, MN 55434	SouthEast MO State Univ David Andrews 1 University plaza Cape Girardeau, MO 63701	University of Missouri Video James Gaar 301 Fine Arts Bldg-UMKC Kansas City, MO 64110-2499
Kentucky Dench Video Services, Inc. Tim Dench 9141 Bardstown Rd. Louisville, KY 40291	Eastern Video Systems Inc Bob Straus 2 Sterling Rd Billerica, MA 01862	Ralph Graves Productions, Inc. Bill Graves 5161 River Rd Bldg 2 Suite 103 Bethesda, MD 20816	Comm Sys Grp Andrew McCasley 13355 Capital Ave Oak Park, MI 48237	Western Michigan University Brad Morgan Television Studios Kalamazoo, MI 49008-5167	Juntenen Video Mike Vimpag 708 N. First St Ste 131 Minneapolis, Mn 55401	Vaugh Duplication Services Pete Leverenz 13241 Tandem Drive Creve Coeur, MO 63146	
KET Michael Howard 600 Cooper Dr. Lexington, KY 40502-2292	GTE Labs, Inc. Rich Weiland 40 Sylvan Rd. Waltham, MA 02254	Regional Cable Network Cindy Garland 1000 Willow Cir Hagerstown, MD 21740	Comm. Systems Group Kirk Krinko 13555 Capital Ave Oak Park, MI 48237	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008-3899	KARE Michael Young PO Box 11954 St Paul, MN 55111	Mississippi WJTY Mike Godwin PO Box 8887 Jackson, MS 39284-8887	
S & W Productions Terry Schmitt 459 Broyles Ave Paducah, KY 42003	Iron Fist Productions Ariel Lustig 432-A Mass. Ave Arlington, MA 02174	Sign Media Inc. Venden Neas 4020 Blackburn Lane Burtonsville, MD 20866	Digital Animation Corp. Ron Ware 24445 Northwestern Hwy Suite 105 Southfield, MI 48075	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008-5167	KARE Norm Beardsley 8811 Olson Memorial HWY Minneapolis, MN 55427	Montana 59717 KUSM TV Mont St U Thomas Jenkins-Visual Comm Bldg Bozeman, MT 59717	
S & W Productions Tom Prigge 459 Broyles Ave Paducah, KY 42003	LCR Productions Leo Rotkiewicz, Jr. 46 Elm St South Deerfield, MA 01373-1006	Specialized Communications Dave Clayberg 907 Maryland Ave. Hagerstown, MD 21740	Dunbar Video Productions William Dunbar 2487 Houser Rd Holly, MI 48442	WNEM TV 5 Michael J Miller 107 N. Franklin St PO Box 531 Saginaw, MI 48606	King Video Cable Dennis Becker 6901 Wimetka Ave. S Brooklyn Park, MN 55428		
WPSD-Engineering Dept. Jim Franklin P.O. Box 1197 Paducah, KY 42002-1197	Media Partners of MA Gary Pink 1837 Ocean St. Marshfield, MA 02050	Take One Video Dan Powell 997 Headwater Annapolis, MD 21403	Int'l Learning Systems Inc Larry Bothe Rm 120 Bell Hall Andrews University Berrien Springs, MI 49104-0087	WNEM Greg Surma PO Box 531 Saginaw, MI 48606	KTCA Sid Bloomquist 172 E. 4th St. St. Paul, MN 55101	Eagle Communications, Inc. C.J. Cannallito PO Box 5268 Missoula, MT 59806	
Louisiana Mike Blohm 4910 Marque Dr New Orleans, LA 70127	MIT Earth & Planetary Sciences Tim Dowling 18 Vassar St Bldg 54-420 Cambridge, MA 02139	TCI Cablevision Bob Hixey 201 S. Mechanics St Cumberland, MD 21502	Lake Michigan College Kevin Birdsall-Upton Telecom Ctr 2755 East Napier Ave Brenton Harbor, MI 49022-1899	WNMU-TV Earl Litch Northern Michigan University Marquette, MI 49885	Marketing By Video Bill Hagan 6440 Flying Cloud Dr Suite 101 Eden Prairie, MN 55344	KCFW-TV Chris Neuhansen PO Box 857 Kalispell, MT 59901	
Channel One Video Brian Butcher PO Box 5454 Lafayette, LA 70502	New Avenue Communication Phil Alape 50 Hurt St. Watertown, MA 02172	Townson State U Stacey O'Neal-Dept. Of Speech & Comm. Townson 21204, MD	Lake Michigan College Todd Blake 2755 E Napier Ave Brenton Harbor, MI 49022	Wolohan Lumber Paul Adler 1740 Midland Rd Saginaw, MI 48603	Mayo Clinic Marvin Mitchell Video Communications Systems Rochester, MN 55905	KECI-TV Larry Arbaugh PO Box 5268 Missoula, MT 59806	
Execute Productions Tom Samuel 127 S. Solomon St New Orleans, LA 70119-5928	New England Cablevision Jerry Klinow 38 Blackburn Center Gloucester, MA 01930	Fallen Angels Films, Inc. Lynn Till 530 Fawn's Walk Annapolis, MD 21401	TPI Productions Bill Perkins 5410 Goldboro Road Bethesda, MD 20817	WXYZ Mike Doback PO Box 789 Southfield, MI 48037	Miller Meester Advertising Dan Sauard 17 N Washington Ave Minneapolis, MN 55401	KTVM Bill Ward 750 Dewey Blvd Butte, MT 59701	
In-Sync Larry Christensen 13 Country Club Lane Shenandoah, LA 51601	Plainsong Productions Ben Achenberg 47 Halifax Street Jamaica Plain, MA 02130	Fuji Pro Tape J. Thomas Baum 1089 Heather Dr. Westminster, MD 21158-3602	Video on Location Dino Veizia 11600 Nebel St. Rockville, MD 20852	WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504	Northern Minnesota Public TV Bill Sanford Box 9 BSU Bernidji, MN 56601-2699	KULR-TV Dean Janema PO Box 80810 Billings, MT 59108	
Mission Service Supply Inc. Carl Hicks PO Box 2957 West Monroe, LA 71294-2957	ProMEDIA Florianio Cabral 246 Palmer St Fall River, MA 02724	Global Vision Tariq Nazir PO Box 535 Reisterstown, MD 21136	Video on Location Jimmy Veizia 11600 Nebel St. Rockville, MD 20852	Minnesota Dave Hilson 22585 Woodhill Dr Lakeville, MN 55044	Norland Insurance Companies Charlie Stellick 1295 Northland Drive St. Paul, MN 55120-1146	Maney Telefilm Dick Maney 842 Lexington Ave Butte, MT 59701	
Mission Service Supply Joey Guy 900 Wood St West Monroe, LA 71291	The Camera Corp Marty Feldman 858 Providence Hwy Norwood, MA 02062	Hocus Focus Productions Don Armstrong 200 E Joppa Rd Ste L105 Towson, MD 21204	Video Transfer, Inc. Ernie Aschenbach 5709 Arundel Ave. Rockville, MD 20852	Mt Zion Temple David McClure 4900 Maybce Rd Clarkston, MI 48348	NW Airlines Bob Brandia 5101 NW Dr St. Paul, MN 55111	North Carolina A&T State University Arthur D. Selby	
Newcomer Young Productions Chris Turner 201 Trenton St West Monroe, LA 71291	Thom McAn Greg Lindgren 67 Millbrook St. Worcester, MA 01606	In Motion Magazine Allison Dollar 1203 West St Annapolis, MD 21401	Videovision Mike Wicklein 37 E. Washington St. Hagerstown, MD 21740	Mt Zion Temple David McClure 4900 Maybce Rd Clarkston, MI 48348	Promotional Films & Video, Inc. Al Peterson 1313 Cambridge St. Hopkinton, MN 55343	Greensboro, NC 27406	
Newcomer Young Productions James Young 201 Trenton St West Monroe, LA 71291	WNAC-TV Gary Sprague 33 Pine St Rehoboth, MA 02769	In Motion Magazine Lynn Johnson 1203 West St Annapolis, MD 21401	Virtual Image Labs Inc. David Paige 1738 Elton Rd Ste 307 Silver Spring, Md 20904-1725	PKH Video Peter Hickman 1997 M-50 Tecumseh, MI 49286	Todd Communications Bill Packham 6545 Cecilia Cr. Minneapolis, MN 55439	Camp Lejeune Dept. Schools Mirjam Bolnet	
Newcomer Young Productions Ken Purcell 201 Trenton St West Monroe, LA 71291	Maryland Bill Goon 913 Hyde Road Silver Spring, MD 20902	Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723	VMAG Kendra Cook 5410 Goldboro Road Bethesda, MD 20817	Q-1 Video Network Tim Hart 62 Division Coldwater, MI 49036	Todd Communications Tom Upmann 6545 Cecilia Circle Minneapolis, MN 55439	Camp Lejeune, NC 28542	
Video First Productions Ray Morvant PO Box 331 Kaplan, LA 70548	Henry Joseph, III 10169 New Hampshire Ave. Suite 198 Silver Spring, MD 20903	Lister Hill National Center for Biomedical Communications James Charuhas BLDG 38A RM B2N35 Bethesda, MD 20894	Washington Prof. Systems Mike Gerry 11157 Viens Mill Rd Wheaton, MD 20902	Thalner Electronic Labs John Young PO Box 96 Bangor, MI 49013	Vaughn Duplication Services Kent Christiansen 7951 Computer Ave South Minneapolis, MN 55435	Christian Faith Center Mr. Willie Hodges PO Box 100 Credmoor, NC 27522	
Vidox Chris Allain 1223 St. John Lafayette, LA 70506	Mark Kregel 1403 Ronson CT Berdeon, MD 21001	Montgomery College Tom Cook 51 Manmakze Rockville, MD 20850	WBFF Del Parks 2000 W. 41st. Street Baltimore, MD 21211	Thalner Electronic Labs Karl Couyoumjian 7235 Jackson Rd. Ann Arbor, MI 48103	Todd Communications 6545 Cecilia Circle Minneapolis, MN 55439	Curtis Inc. Dave Pettigrew 18517 Thicket Ct. Charlotte, NC 28278	
VIP Philip Nelson 2908 Cameron St. Ste B Monroe, LA 71201	Steve Crouch 4407 Independence St. Rockville, MD 20853	PG County Office of TV Resources Don Mattingly 8437 Landover Road Landover, MD 20785	WBFF-TV William Hackney 2000 W 41st St Baltimore, MD 21211	Thalner Electronic Labs Paul Eiswerth 7235 Jackson Rd Ann Arbor, MI 48103-9550	WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504	Dream Keepers Greg Davis PO Box 2128 Morehead City, NC 28557	
WYES Mike Denning PO Box 24026 New Orleans, LA 70184	Action Comm Research Chip Gallo 1616 Forbes ST Rockville, MD 20851	PG County Office of TV Resources Don Mattingly 8437 Landover Road Landover, MD 20785	WHAG-TV Wayne Younkins 13 E. Washington St. Hagerstown, MD 21740	True Life Video Ted & Kay Slankster 9155 Davisburg Rd Clarkston, MI 48348	Century Design Jody Heuring 530 15th Ave. S. Hopkins, MN 55343-7889	Long Communications Group Spencer Bullins 961 Burke St Winston-Salem, NC 27101	
Massachusetts Anietam Cable TV Bill Lucas	Preston Trucking Bob Lyons	James Waligora	Maline James Waligora	University of Michigan METN Jerry McCarty	Champion Auto Stores Larry Gilbertson 2101 57th Ave N Brooklyn Park, MN 55428	Long Communications Billy Register 1018 Morriaville Pkwy Ste D Morriaville, NC 27560	
					Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114	Lowe's Companies Inc. Bill Hurd PO Box 1111	
					Cinesound 2 Teresa Leach 6461 Lyndale Ave S Minneapolis, MN 55423		
					Conus Communications Jonathan Meyers 3415 University Ave St Paul, MN 55114		

North Wilkesboro, NC 28656	WDAY-TV Joel Aagena 301 8th Street So. Fargo, ND 58103	235 Pegasus Ave Northvale, NJ 07647	Socorro, NM 87801-4796	Michael Shkolnikov 2055 E 57th St Brooklyn, NY 11234	Rt 52 Dept-31U zip 22A Hopewell Junction, NY 12533	SUNY Institute of Technology Steve Perta PO Box 3050 Ulva, NY 13504	Cleveland Heights, OH 44106
Marine Grafics Bill Lovin Box 2242 Chapel Hill, NC 27515	Nabraska	Avon Productions Fred Lipowitz 123 Matia Street South Plainfield, NJ 07080	On Track Inc Peter Martin PO Box 3188 HS Ruidoso, NM 88345	Broadcast Video Productions Jack Miller 480 Main Street Ammon, NY 10504	Leading Image Larry Solomon 54 Kingsferry Rd Montrose, NY 10548	Tara Audio Video Maritza Arguel 1370 Ave of the Americas NY, NY 10019	Mission Video Support Paul Klouda 10011A State Rt. 88 Garrettsville, OH 44231
Mobile Television Productions Robert Warren 2121 Middle Road Fayetteville, NC 28301	Johnnie Travis 9140 West Dodge Rd Omaha, NE 68114	Bell Atlantic Corp. TV Richard Deias 540 Broad St Rm 400 Newark, NJ 07101	OnTrack Inc. Cy Leland Box 3188 HS Ruidoso, NM 88345	Broadcast Video Bill Cohen 27 Ricky Rd Ronkonkoma, NY 11779	Locke Productions Christopher Johnson 14336 Oak Ave Flushing, NY 11355	Vaughn Duplication Services Lloyd Dorfman 10 E. 39th St New York, NY 10016	Mission Video Support Vince Sisson 10011A State Rt. 88 Garrettsville, OH 44231
NC Agency for Public Telecommunications Richard Danchi 116 West Jones Street Raleigh, NC 27603-8003	Jim Prucha 2400 California St Omaha, NE 68178	Bottom Line Television Mike Moran 6 Northwest Blvd Newfield, NJ 08344	PCI, Inc. Idella Cantrell 1595 W. Amador Ave Suite H Las Cruces, NM 88005	Broadway Video Inc. Dean Radin 1619 Broadway 10th FL New York, NY 10019	Manhattan Cable TV Dean Adrian 120 E 23rd St New York, NY 10010	Vertex Video Group Steven Zacharoff 1680 Bedford Ave. #22D Brooklyn, NY 11225	Nordson Corporation Robert A. Schneider 555 Jackson Street Amherst, OH 44001
Peggy Davis Advertising Agency Sam Davis 4025 Sunnydale Dr. Winston Salem, NC 27106	Boys Town Mark Warsoski 555 N 30th St Omaha, NE 68131	Cassette Dub Inc. Paul Ranieri 245 Livingston Street Northvale, NJ 07647	Sandia National Labs Charles Johnson Div 9249 Box 5800 Albuquerque, NM 87185	Bronx Community College Prof. Donald Canty 184 th St & University Ave Bronx, NY 10453	Manhattan Cable TV Fred Ciccone 120 E 23rd St New York, NY 10010	Video Magic Enterprise Doris Blachut 85 Oliver Ave Valley Stream, NY 11580	Ohio Bell Telephone Co. John Kovach 100 Erie View Plaza Rm 230 Cleveland, OH 44114
Pumpkin Creek Video Production Harold Ferguson 520 Coffee Ave North Wilkesboro, NC 28659	Chapman & Assoc. Don Chapman 1972 California St Omaha, NE 68102	CNBC Kevin Kudatzky 2200 Fletcher Ave. Fort Lee, NJ 07024	Sandia National Labs Jim Lloyd Organization 7212 P.O. Box 5800 Albuquerque, NM 87185	Camera Mart Steve Gordon 456 W. 55th St. New York, NY 10019	Manhattan Cable TV James Oakes 120 E 23rd St New York, NY 10010	Video Magic Enterprise Melvin Flythe 130 W 3rd St New York, NY 10012	PJ Collins Co Inc Peter Collins PO Box 1195 Medina, OH 44256-1195
Quail Video Products Bob Peretic 614 Glenwood Ave Raleigh, NC 27603	Creative Visuals Larry Homan 10135 J st Omaha, NE 68127	CNBC Mr. M. Reitman 2200 Fletcher Ave. Fort Lee, NJ 07024	Traxell Terry Hixson 2730 San Pedro NE Albuquerque, NM 87110	Center for Video Education Pat Shafer 56 Lafayette Ave N White Plains, NY 10603	Miller Pro Video Stephen Cohen 48 West 21st St NY, NY 10010-6994	Vidipax Jim Lindner PO Box 2 Eldred, NY 12732	RPC Video, Inc. Bob Ring 6777 Engle Rd. Suite D Middleburg Heights, OH 44130
Quinn Productions Amanda Robertson PO Box 25474 Winston-Salem, NC 27114- 5474	Creighton University Chuck Lenosky California at 24th ST Omaha, NE 68138	Costello Video Group, Inc. Joe Costello 241 Molnar Dr. Elmwood Park, NJ 07407	Video Technical Services George McClelland 222 Truman NE Albuquerque, NM 87108	CoarcVideo Edward Heller Jr. PO Box 2 Rt 217 Melleville, NY 12544	Moyne & Associates, Inc Claude Moyne PO Box 831 Latham, NY 12110	Vlahos Communications Harvey Vlahos State RT 156 Altamont, NY 12009	RPC Video, Inc. Ron Caird 6777 Engle Rd. Suite D Middleburg Heights, OH 44130
Sara Lee Direct Walter Orzechwa 470 Hanes Mill Rd Winston-Salem, NC 27105	Creighton University Terence Barrio 2400 California St Omaha, NE 68178	Creative Associates Harrison Feather 626 Bloomfield Ave. Verona, NJ 07044	Nevada	Colortone Bob Siebern 76 S. Central Ave. Elmsford, NY 10523	Nassau County Police (VISCOR) Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501	Warner Advertising Brian Warner 150 N. Winton Rd Rochester, NY 14610	Stanley Steamer Int'l Steve Whitley 5500 Stanley Steamer Pkwy Dublin, OH 43017
Southern Video Corp. Gary Killough 1016 S. Church St Charlotte, NC 28203	Data Security Inc. Wayne Bolles 729 Q St Lincoln, NE 68508	Edit Masters David Lane 1000 Laurel Oak Corp Center Voorhees, NJ 08043	Markone Video Mark Carey 220 S Rock Blvd #9 Reno, NV 89502	Colortone Jack Miller 76 S. Central Ave. Elmsford, NY 10523	NBC News Archives Yuen Chin 30 Rockefeller Plaza RM 922 New York, NY 10120	WPDX Bob Murch 222 42nd St New York, NY 10017	Telxon Kevin Gatewood 91 Springside Dr Akron, OH 44313
Southern Video Corp. Louis Asbury 1016 S. Church St Charlotte, NC 28203	Garner Industries Scott Torres 4200 N 48th Lincoln, NE 68504	JC Productions John Cahill 352 Amsterdam Ave. Bayville, NJ 08721	Truckee River Studios, Inc. Larry Beldon PO Box 1529 Verdi, NV 89439	Don Herring & Assoc. Don Herring PO Box 71 Eastchester, NY 10709	NBC News Joe Marrone 30 Rockefeller Plaza RM 737 New York, NY 10120	WWNY-TV Jim Corbin 120 Arcade St Watertown, NY 13601	TW Teleproductions, Inc. Tom Whaley 514 Penn. Ave Sandusky, OH 44870
Target Television Don Kirk 1001 S Marshall St Winston-Salem, NC 27101	Godfathers Pizza Inc. Matt Kush 9140 W Dodge Rd Omaha, NE 68114	NBC Mr. Wayne Greenier 101 Broad Avenue Fairview, NJ 07022	Unique Video Productions Bill Pearce 3932 Kingsrow Reno, NV 89503	Duckball Al Arthur 532 LaGuardia Pl Box 370 New York, NY 10012	NBC News Mark Chomut 30 Rockefeller Plaza RM 737 New York, NY 10120	Ohio	Vanguard Productions Jerry Beck 7064 Humley Rd Columbus, OH 43229
Technical Video Systems Jim Holladay 215 North Broad St Winston-Salem, NC 27101	Godfathers Pizza Inc. Tom Elkins 9140 W Dodge Rd Omaha, NE 68114	New Life Productions Richard Myers PO Box 5500 Millville, NJ 08332	Western Nevada Community College Howard Collett Jr. 2201 West Nye Lane Carson City, NV 89703	Elite Video Production Kalman Zeines 1612 E. 14th St Brooklyn, NY 11229	NBC News Mel Weidner 30 Rockefeller Plaza RM 807 New York, NY 10112	Jeff Chambers 4156 Little York Rd Dayton, OH 45414	Video Components Bob Collier 12117 Berea Rd Cleveland, OH 44111-1611
TeleFax Bill Hitchcock PO Box 2069 Moorehead, NC 28557	WOWT Carl Bauman 3501 Farnam St Omaha, NE 68131-3356	Telemetrics Anthony Cuomo 7 Valley St Hawthorn, NJ 07506	New York	Euro Video Productions Carl J. Holman #9 Hazen Lane Carmel, NY 10512	NBC News Stu Pearson 52-37 Second St Long Island City, NY 11101	Advanced Video Jeff Costa 1312 Wine Dr Miamisburg, OH 45342	Pete Stock PO Box 18337 Columbus, OH 43218
Video Perception Rick Hall 1016 S Church St Charlotte, NC 28203	WOWT Robert Sandoval 3501 Farnam Omaha, NE 68131	Tri View Inc. Larry Cohen 45 Mountain Drive Watchung, NJ 07060	Steve Crispiano 1864 64th St Brooklyn, NY 11204	Fine Art Productions Richie Suraci 67 Maple ST Newburgh, NY 12550-4034	NBC Bill Sacrey 30 Rockefeller Plaza Rm 1210W New York, NY 10112	ALLTEL Service Corp Kenneth Nelson 2000 Highland Rd Twinsburg, OH 44087	WAKC-TV Earl Miller 853 Copley Rd Akron, OH 44320
W.H. Platts Company Brooks Platts 234 Meacham Street Charlotte, NC 28203	WOWT-TV Rick Khuta 3501 Farnam Omaha, NE 68131	United Artists Cable Peter Strong-Wolf 421 Allwood Rd Clifton, NJ 07012	About Media Bill Tucker 1529 Central Ave Albany, NY 12205	Fuji Photo Film USA Tom Daly 535 Taster Road Elmford, NY 10523	NBC Mr. Andy Morris 30 Rockefeller Plaza Rm 1210W New York, NY 10112	B Squadron Video Russ Beckner 2100 Heatherwood Ct Middletown, OH 45042	WBNX-TV Bill Coger 2690 State Rd Cuyahoga Falls, OH 44221
Walt Kline & Assoc. Mike Laur	New Hampshire	Wing and a Prayer Productions Judy Gazzara PO Box 94 Paulsboro, NJ 08066	AICPA Jim Calone TV Studio 5th Flr 1211 6th Ave. New York, NY 10036	Greater Rochester Cable Harry Goldberg 71 Mount Hope Ave Rochester, NY 14620	New Matchback Dan Aizenstat 605 2nd Ave Ste 3 New York, NY 10016	Bear Productions Robert Manster 2633 Warner Rd Fowler, OH 44418	WBNX-TV Donald Richardson 2690 State Rd Cuyahoga Falls, OH 44221
200 Brookstown Ave Winston-Salem, NC 27101	Channel One Video Bill Channel PO Box 1437 Seabrook, NH 03874	WJ Kronemyer Associates Bill Kronemyer 280 East Glen Ave. Ridgewood, NJ 07450	AICPA Will Avgerakis TV Studio 5th Flr 1211 6th Ave. New York, NY 10036	HAVE Inc. Paul Swedenburg 309 Power Ave. Hudson, NY 12534	New York Telephone William Basciano 1095 Avenue of the Americas Rm 1600 New York, NY 10036	Classic Video Dave Givansen 5001 E. Royalton Rd Cleveland, OH 44147	WEWS-TV Ed Miller 3001 Euclid Ave. Cleveland, OH 44115
WECT Wayne Tiner 322 Shipyard Blvd Wilmington, NC 28401	Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301	Four M Video Inc EF Morrill PO Box 736 Cedar Crest, NM 87008	All Pro Production Nathan Bachar 124 W. 60th St. Ste 20B New York, NY 1002	Heritage Broadcasting of NY Sargent Cathrall 815 Central Ave Albany, NY 12206	Northstar Television Group Mark Olkowski 405 Lexington Ave 54th Fl New York, NY 10174	Claybaugh Enterprises Inc David Clay baugh 2959 Layhigh Rd Hamilton, OH 45013	WGBU-TV Bill Leutz-Bowling Green U. 245 Troup St Bowling Green, OH 43403
WFXI-TV Michelle LaRock PO Box 2069 Moorehead, NC 28557	Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301	G.C.Video, Inc. Diane Bogle 425 Eubank Blvd NE Suite E Albuquerque, NM 87123	Allen AME Church Gary Fulmore 1100-54 Merick Blvd Queens, NY 11432	Herkimer County Community College Bob Schultz Reservoir Rd Herkimer, NY 13350	NYC Sanitation Dept Mike Barbarotto-Audio Visual Svcs Unit PO Box 213 Maspeth (Queens), NY 11378	GE Dan Kerr-Videoconference Center One Neuman Way Cincinnati, OH 45215	WGTE TV Dan Niedzwiecki 136 Huron St Toledo, OH 43697
WRAL Al Dunbar 2619 Western Blvd Raleigh, NC 27606	ICicle Productions Erik Lourette 7 Hampstead Rd Box 439 Sandown, NH 03873	KGSW-TV Mark Gardner 1377 University Blvd NE Albuquerque, NM 87102	B & B Systems, Inc. Norman Schnapper 630 3rd Ave. New York, NY 10017	HITN Jose Rodriguez 449 Broadway 13 New York, NY 10013	PCI Recording Service Ted Hummel 737 Atlantic Ave. Rochester, NY 14609	Horizon Production, Inc. Bill Jacobs 2321 Kemper Ln Cincinnati, OH 45206	WHIZ-TV Elmer Hartmeyer 629 Downard Rd. Zanesville, OH 43701
WRAL Ron Tyndall 2619 Western Blvd Raleigh, NC 27606	Taylor & Company Robin Taylor 13 Dartmouth College Hwy Lyne, NH 03768	New Mexico Highlands Univ. Drake Bingham Communication Arts Bldg Las Vegas, NM 87701	Bausch & Lomb Terry Shaw 1400 N. Goodman St. Rochester, NY 14692	Hofstra University Mark Sugarman-Special Events A/V 112 Student Center Hempstead, NY 11550	PDR Productions Neil Derosa 219 E. 44th St New York, NY 10017	Image Video Teleproduction Mike Tomges 6755 Freedom Ave NW North Canton, OH 44720	Wiegand Audio/Video Lab Charles Wiegand 7758 Lafayette Rd NW Newark, OH 43055
North Dakota	Tech Services Steve Carns 23 Truell Rd Hollis, NH 03049	New Mexico Technical Institute Paul Hofmann Geoscience Dept.	BCS Walter Druker 460 W. 34th Street New York, NY 10001	LATSE Karen Pizzuto 1515 Broadway #601 New York, NY 10036	Post Plus Frank Ahrens 40 East Main Port Jarvis, NY 12771	Industrial Video John Barak 1601 N. Ridge Rd E. Lorain, OH 44055	WKYC-TV Andy Hitchcock 1403 E. 6th St. Cleveland, OH 44114
UND Aerospace John Ness PO Box 8009 Grand Forks, ND 58202- 8009	New Jersey	New Mexico Technical Institute Paul Hofmann Geoscience Dept.	Bravo Studio	IBM East Fishkill Joseph Chin		International Video Ctr Fadi Kdayssi 2528 Edgchill Rd	WKYC-TV Gerald Plemmors 1403 E. 6th St.

Cleveland, OH 44114 WNED-TV Alan Crood 13870 Salem Alliance Rd Salem, OH 44460	Jim Enix 11400 NE AVE Philadelphia, PA 19116 Comtel Instruments Sandy Riscoe #9 Parkway Ctr Ste 180 Pittsburg, PA 15220	Narragansett TV William Hague 25 Catawbe Blvd E Providence, RI 02920 WPRJ Jim Costa 25 Catawbe Blvd E Providence, RI 02914 WPRJ Mark Gordon 25 Catawbe Blvd E Providence, RI 02914	Tennessee Allied Comm Corp Ken Parnell 2774 S Mendenhall #6 Memphis, TN 38115 Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224-1482 Brentwood Music Inc Ricky Blair 316 Southgate Ct Brentwood, TN 37027 Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 McKee Foods Corp. 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Crosby Rd Ste 100 Carrollton, TX 75006 Hatikvah Ministries Brian Jones 2437 Bay Area Blvd Suite 143 Houston, TX 77058 Highland Park HS -Media Dept Steve Wilkes 4220 Emerson St. Dallas, TX 75205 Industrial Audio Video Mark Faustlich 2617 Bissonnet Houston, TX 77005 ISDL Priya Dasi 400 Barsana Rd Austin, TX 78737 J Darrell Kirkley Inc. Darrell Kirkley 11078 Morrison Dallas, TX 75229 KCEN-TV Gerald Smith PO Box 6103 Temple, TX 76503 KTAB TV Leland Ohlhausen PO Box 5309 Abilene, TX 79608 KTSN-TV Andrew Kiaka 272 Shadow Mt 59 El Paso, TX 79912 KTSN-TV Greg Davidson 801 N. Oregon St. El Paso, TX 79902 KTSN-TV Rick Viardell 801 N. Oregon St. El Paso, TX 79902	Mei Rainer PO Box 35657 Houston, TX 77035 Pecan Video Dan Cary 2254 Ravenwood Rd Granbury, TX 76048 Pro Line Video Jim McConnell 2601 McHale Ct #140 Austin, TX 78758 Pro Line Video Skip Holcombe 4778 Research Dr. San Antonio, TX 78240 Pro Line Video Terry Nixon 2601 McHale Ct Ste 140 Austin, TX 78758 Project Video Gary Brewton PO Box 5850 Beaumont, TX 77726 Siam Satellite-TV Mandansiri Kattija Ari 7306 Logging Tr Humble, TX 77346 South Plains College Billy Alonzo 1401 College Ave Levelland, TX 79336 Stillpoint Productions Robert Castaldo 706 W. Main St Arlington, TX 76013 Texas A & M University Bob Matey-Video Lab Kyle Field College Station, TX Texas Dept. of Public Safety- Media Production Unit Gene Henderson PO Box 4087 Austin, TX 78773-0001 Texas Education Agency Ernesto Mejia 1701 N Congress Ave Austin, TX 78701-1494 The Video Eye Bob Fitch 10960 Millridge N Dr 103 Houston, TX 77070 U of TX Health Science Ctr Sam Dement - TV Prod. Sves 7703 Floyd Curl Dr San Antonio, TX 78284 Vidcoomp Distribution Tim Mitchell 3502 Courthouse Sugar Land, TX 77478 Vidcoomp Distributors Doug Robertson 232 West 38th St Houston, TX 77018 Vietnam Vision David Pham 10500 Richmond Ste 150 Houston, TX 77042	Multi Dimensional Media Loran Swinson 9127 South 255 West Sandy, UT 84070 Scott Nelson Productions Scott Nelson 5006 S. Fairbrook Holladay, UT 84117 The Studio Russ Relyea 342 W. 200 S. Salt Lake City, UT 84101 The Valley Channel Earl Rouse 426 N 400 E Logan, UT 84321 TV Specialist Inc. Bert Alvey 180 East 21st South Salt Lake City, UT 84115 Utah Valley Community College Tom Nelson 800 West 1200 South Orem, UT 84058 Video Lines Dennis Lisonbee 267 S. Mountainland Orem, UT 84058 Video Reflections David Andrews 6086 Fontainebleu Salt Lake City, UT 84121 Video Works Television John Bosha 369 S 900 E Ste 153 Salt Lake City, UT 84111 Word Perfect Corp. Scott Myler 1555 N. Technology Way Orem, UT 84057 Word Perfect Corp. Steve McCurdy 1555 N. Technology Way Orem, UT 84057 Word Perfect Corp. Todd Mortenson 1555 N. Technology Way Mail Stop KA110 Orem, UT 84057	61 Arrowhead Drive Lynchburg, Va 24502 Department of Justice Dale Linden Building 27958 Quantico, VA 22135 Department of Justice Noel Herold Building 27958 Quantico, VA 22135 Empire Video Robert Rositzke 3412 Ramegate Ter. Alexandria, VA 22309 Evening Productions Victoria Eves PO Box 2065 Falls Church, VA 22042 Fairfax Hospital Media Center Debbie Gregory 2832 Juniper St. Fairfax, VA 22031 Garces Communications Roldo Garces PO Box 3262 Reston, VA 22090 George Mason University Susan Kehoe-Univ. Drive TV Studio Fairfax 22030, VA Gingerbread Productions Leslie 1323 Shepard Dr Sterling, VA 22170 Norfolk Naval Shipyard-A/V Department Bill Whitford Bldg 33 Code 120 Portsmouth, VA 23709 Park Avenue Teleproductions David Trownsell 3500 Maryland Ct Richmond, VA 23233 Petrel Publishing Gene Bjerkle 312 Carry st Williamsburg, VA 23185 Philip Morris USA Carmen Inge P.O. Box 25603 Richmond, VA 23261 Public Broadcasting Service Keith Ellsworth 1320 Braddock Place Alexandria, VA 22314 Public Broadcasting Service Larry Jefferson 1320 Braddock Place Alexandria, VA 22314 Public Broadcasting Service Mark Richer 1320 Braddock Place Alexandria, VA 22314 Reed Film & Video Lloyd Reed 4501 Sonata Court Fairfax, VA 22031 Roanoke Mem. Hosps. Edward Hamilton- Audio/Visual Ed. PO Box 13367 Roanoke, Va 24033 Russell & Associates Sam Russell P.O. Box 877 Marion, VA 24354 Sallie Mae Charlie Hite 200 Fairbrook Dr Herdon, VA 22070 Signet Bank Mike Blacker-Video Department 11013 W. Broad St. Rd. Glen Allen, VA 23060 Stephen Berry Production Sves Stephen Berry 4512 Southampton Richmond, VA 22325 Steve Radcliffe Commanding Officer NETSCLANT BLDG W- 313 Attn: NS2 Naval Station Norfolk, VA 23511-6197 Systems Research Service TM Atkins 8664 Martin Creek Rd																																							
Oklahoma Barrier Studios Phil Atkinson 4305 S Mingo Ste A Tulsa, OK 74146 BCD Assoc. RM Howard 7510 N. Broadway Oklahoma City, OK 73116 KJRH Vic Turner 3701 S. Peoria St Tulsa, OK 74105 Sales John McNaughton 4772A S Memorial Tulsa, OK 74145 Teleproduction Unlimited Mel Elzeas 5820 South 129th East Ave Tulsa, OK 74134 ViaGrafix Mike Webster 31 South Adair Pryor, OK 74361	Cornerstone TV Gary Stuart Signal Hill Dr Wall, PA 15148 Cornerstone TV Kevin Robinson Signal Hill Dr Wall, PA 15148 Mine Safety Appliance Co. Josh Bayer PO Box 426 Pittsburgh, PA 15230 NAMEDLOC Inc Lon Crosby 430 Hollybush Rd Bryn Mawr, PA 19010 Pittsburgh Televideo Inc. 1738 N. Highland Rd. 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Parkins Mill Rd Greenville, SC 29607 Cable Ad Connection Dave Rodney PO Box 746 Johns Island, SC 29457 Greenville Technical College Michael Conet PO Box 5616 Greenville, SC 29606-5616 Motion Pictures Inc Bruce Coy 554 Johnnie Dodds Blvd Mt. Pleasant, SC 29464 Prime Cuts Productions Lenny Spears 247 Riverland Dr James Island, SC 29412 Sound & Images Fess Shelton PO Box 26895 Greenville, SC 29616 Total Audio Visual Services Allan Dor 1 Winsor Cove Columbia, SC 29223 Video South Productions David Haskell 105 Cypress Plaza PO Box 2249 Myrtle Beach, SC 29578 W.H. Platts Company Billy Platts 710 King Street Charleston, SC 29403 Walton Productions Stan Walton 158 Camondale Rd. Columbia, SC 29212 WBTV Doug Carter PO Box 100530 Florence, SC 29501 South Dakota Department of Ag Communications Stuart Fedit PO Box 2231 SDSU Brookings, SD KSFY Doug Loos 300 N. Dakota Ave Suite 1000 Sioux Falls, SD 57102 KSFY Eugene Schultz 300 N. Dakota Ave Suite 1000 Sioux Falls, SD 57102 South Dakota Public Broadcasting Daniel Schiedel PO Box 5000 Vermillion 57069, SD South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion 57069, SD South Dakota Public Broadcasting Wayne Nelson PO Box 5000 Vermillion 57069, SD South Dakota Public TV Peter Egart PO Box 22188 Brookings 57007-2399, SD	Michigan Allied Comm Corp Ken Parnell 2774 S Mendenhall #6 Memphis, TN 38115 Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224-1482 Brentwood Music Inc Ricky Blair 316 Southgate Ct Brentwood, TN 37027 Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 McKee Foods Corp. 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Ron Renee 3606 Prescott Ave Apt C Dallas, TX 75219-2151 Audio Visual Productions Louis Sakdana 1801 Nickerson Austin, TX 78704 Christian Video Ministries J.D. Danson HCR 2 Beville, TX 78102 CompuTrac Roger Young 222 Municip Dr. Richardson, TX 75080 Design Comm Group	Utah KCTX TV Harold Nash 3900 Harry Hines Blvd Dallas, TX 75219 KCCV Jerry Copeland PO Box 2522 Waco, TX 76702 KCCV Lou Strouger PO Box 2522 Waco, TX 76702 KCCV Mike Jugert PO Box 2522 Waco, TX 76702 Legal Media Center Kevin McIntire 4151 SW Freeway Suite 715 Houston, TX 77027 Light Ministries Charles Collins PO Box 670167 Houston, TX 77067 NEC America Broadcast Equip. Dept-Jim Sutles 1417 Exchange Dr Richardson, TX 75081 On Location Video Services	Utah Bosworth Graves Norm Bosworth 1055 S. 700 W Salt Lake City, UT 84104 Brigham Young University Roger Gunn Communications Dept Provo, UT 84602 DCE Marketing Kenneth Foster - U of Utah 2167 Annex Bldg Salt Lake City, UT 84112 DCE Marketing Tori Smith - U of Utah 2167 Annex Bldg Salt Lake City, UT 84112 KBYU-TV Bob Gillman C-302 HFAC BYU Provo, UT 84602 KBYU-TV Lynn Edwards C-302 HFAC BYU Provo, UT 84602 LDS AV Peter Urwin - A/V Dept. 50 East North Temple Salt Lake City, UT 84150	Virginia C. Mark Guenther 7529 McWhorter Pl.#303 Amandale, VA 22003 D Stafford 12182 Springwoods Dr Woodbridge, VA 22192 Doug Vetter 7711-C Lexton Place Springfield, VA 22152 Henry Boisvert 4225 N. Henderson Rd Arlington, VA 22203 2PM Multimedia Jim Wine P.O. Box 2 Linden, VA 22642 AMPROD Inc. Ken Santucci 4531 Stone Pine Court Chantilly, VA 22021 Applied Computer Technologies Christopher P. Moberg 1800 Diagonal Rd Ste. 600 Alexandria, VA 22314 AVEC Electronics Corp. John Heink 711 Granby St Norfolk, VA 23510 AVS Jeff Kreger 3330 Bourbon St. Fredericksburg, VA 22408 Bon Adventure Video Comm. David Jennings One Radio Lane Culpeper, VA 22701 Commonwealth Film Inc Rodney Asbridge 1500 Brook Rd Richmond, VA 23220 Creative Teleproductions Bruce Braun	Roanoke Mem. Hosps. Edward Hamilton- Audio/Visual Ed. PO Box 13367 Roanoke, Va 24033 Russell & Associates Sam Russell P.O. Box 877 Marion, VA 24354 Sallie Mae Charlie Hite 200 Fairbrook Dr Herdon, VA 22070 Signet Bank Mike Blacker-Video Department 11013 W. Broad St. Rd. Glen Allen, VA 23060 Stephen Berry Production Sves Stephen Berry 4512 Southampton Richmond, VA 22325 Steve Radcliffe Commanding Officer NETSCLANT BLDG W- 313 Attn: NS2 Naval Station Norfolk, VA 23511-6197 Systems Research Service TM Atkins 8664 Martin Creek Rd																																						
Pennsylvania Erik Ciel 1102 Denise Circle Phoenixville, PA 19460-1815 Action Duplication Craig Kuptow 555 North Lane Suite 5075 Conshohocken, PA 19428 Allen Organ Company Clark Ferguson 150 Locust St Macungie, PA 18062 Arco Chemical Chris Myers 3801 Westchester Pike Newtown Square, PA 19073 Barlieb Wallace Heilman Productions Pamela Wallace 1680 Mine Site Rd Allentown, PA 18103 Bell Atlantic Morris Hawk 1 Parkway 2nd Floor Philadelphia, PA 19102 CableVision of Johnstown Jamie Reesman 120 Southmont Blvd Johnstown, PA 15905 CamCast Cable	Rhode Island Colony Cable Dave Ribblett 169 Weybosset St Providence, RI 02901-0969 Heritage Cable Joe Stafford PO Box 518 Lincoln, RI 02865 Logeographics Maria Houde PO Box 23535 Providence, RI 02903	Wisconsin WJAC Rob Abele 1949 Hickory Ln Johnstown, PA 15905 WPGH-TV John Getz 750 Ivory Ave Pittsburgh, PA 15214 WFFT-TV Chief Engineer PO Box 2809 Pittsburgh, PA 15230 WSEE-TV Dan Nungesser 1220 Peach St Erie, PA 16501	Wisconsin WJAC Rob Abele 1949 Hickory 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